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THE JAPANESE SWORDFISH MARKET

Sunee C. Sonu

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National Oceanic and Atmospheric Administration
National Marine Fisheries Service
Southwest Fisheries Science Center

NOAA Technical Memorandum NMFS

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EXECUTIVE SUMMARY

Japan is the world's largest market for swordfish, *Xiphias gladius*, taking an average of 28,262 mt of swordfish or 37 percent of the world's swordfish catches during 1986-1995. Supply for this market comes from both domestic catch as well as imports.

Japanese swordfish catches fluctuated between 13,000 and 22,000 mt from 1958 to 1995. About 87 percent of the catch was made by tuna longliners as important by-catch. Between 1965 and 1995, most Japanese catches occurred in the Pacific Ocean (63 to 91 percent), followed by Atlantic Ocean (4 to 29 percent), and the Indian Ocean (4 to 11 Percent). Catches in the Pacific Ocean have fluctuated between 10,000 and 16,000 mt since 1972. The Atlantic catch has fluctuated but maintained an upward trend since 1979. Catches in the Indian Ocean have remained at low levels.

Japan is a major importer of swordfish. In 1996, estimated Japanese imports of swordfish were approximately 12,500 mt valued at 68 million dollars. In volume, frozen swordfish (excluding fillets) dominated and represented 83 percent of the imports, followed by fresh swordfish with 10 percent and frozen swordfish fillets with 7 percent. The percentage of the Japanese swordfish market supplied by imports has increased from 29 percent in 1970 to 47 percent in 1996. Good demand and the strong yen contributed to increased imports. Taiwan is presently the leading supplier of fresh and frozen swordfish to Japan, having taken the lead over the Republic of Korea in 1989. Indonesia is the leading supplier of frozen swordfish fillets to Japan, followed closely by Taiwan.

Japan regulates imports of swordfish products with import tariffs, which have been progressively reduced in GATT multilateral trade negotiation rounds. As Japan and the United States are signatories to the World Trade Organization (WTO), WTO tariffs apply to U.S. exports of swordfish products.

Swordfish is sold though auctions, at consumer-center wholesale markets in the larger cities, and at production-center wholesale markets at Japanese ports of landings. It is also sold directly to representatives of supermarkets and department stores. The largest consumer-center wholesale market in Japan is the Tokyo Central Wholesale Market. The wholesale price determined in the Tokyo Central Wholesale Market becomes a price index for fishery products throughout the world.

In recent years, swordfish has commanded higher prices at the Tokyo Central Wholesale Market than all other species of billfish, except highly prized fresh striped marlin. In 1996, wholesale prices of swordfish increased 18 percent for frozen fish and 9 percent for fresh fish from 1995 levels.

Annual and monthly average wholesale prices at the Tokyo Central Wholesale Market fluctuated for both fresh and frozen swordfish, and the fluctuations were influenced mainly by volume of supply between 1986 and 1996. As is usually the case, the greater the supply, the lower the price.

Swordfish are handled, sold, and consumed as types of tuna in Japan. In recent years, wholesale prices for fresh and frozen swordfish exceeded those for yellowfin tuna.

INTRODUCTION

The fishery for swordfish, *Xiphias gladius*, is one of the fastest growing fisheries in the world. World swordfish production has increased more than seven-fold during the past four decades, and is still growing in order to keep pace with the continuing rise in demand.

Japan has long been the world's largest harvester as well as consumer of swordfish. Recently, however, the Japanese share of the world catch has decreased sharply. To fill the high demand for swordfish, Japan increased swordfish imports from 6,500 mt in 1984 to 12,500 mt in 1996.

This report provides a detailed examination of the Japanese swordfish fishery, imports, supply, and market, in order to identify potential opportunities for export by U.S. producers.

WORLD FISHERY

Total world landings of swordfish, *Xiphias gladius*, increased more than seven-fold, from 12,680 metric tons (mt) in 1951 to 89,700 mt in 1995 (Table 1 and Figure 1). A global increase in swordfish landings during recent years was due to increased catches by Taiwan, Spain, and the United States. Combined swordfish landings by these three countries rose from 4,700 mt in 1966 to 45,589 mt in 1995, respectively about 14 percent and 51 percent of the world total (Figure 2). While 46 nations reported swordfish catches in 1995, Taiwan ranked highest with 22 percent (20,051 mt) of the total. Spain was a close second, with 19,622 mt. Japan, historically the world's largest producer of swordfish, dropped to third and the United States was fourth.

Most of the world landings of swordfish from 1982 through 1995 occurred in the Atlantic Ocean, followed by the Pacific Ocean (Figure 3). Although the Indian Ocean has not been a major swordfish producing region, considerable growth in regional landings has occurred in the past few years. Landings in this region (FAO areas 51 and 57, Figure 4) increased from 1,946 mt in 1984 to 14,521 mt in 1995 (FAO 1973 and 1997).

Table 1. World swordfish catches by major countries, 1951-1995 (metric tons).

Year	Taiwan	Spain	Japan	U.S.A	Philippines	Others	Total
1951	0	1,400	8,280	700	0	2,300	12,680
1952	0	1,300	10,377	600	0	2,200	14,477
1953	0	1,200	9,056	500	0	2,200	12,956
1954	0	800	10,095	700	0	2,400	13,995
1955	0	1,000	12,419	400	0	2,300	16,119
1956	0	800	13,300	300	0	2,300	16,700
1957	0	1,000	11,200	900	0	3,500	16,600
1958	400	1,200	14,200	1,200	0	4,000	21,000
1959	0	1,100	14,600	900	0	5,600	22,200
1960	0	1,200	15,900	600	0	5,100	22,800
1961	600	1,700	17,100	600	0	4,000	24,000
1962	800	2,300	20,100	400	0	4,400	28,000
1963	700	1,000	19,300	1,400	0	10,600	33,000
1964	600	1,800	19,500	1,500	0	10,600	34,000
1965	500	2,600	20,600	1,300	0	7,000	32,000
1966	900	3,000	21,700	800	0	6,600	33,000
1967	1,300	2,700	18,700	600	0	9,700	33,000
1968	2,000	3,600	19,200	400	0	8,800	34,000
1969	2,700	3,500	21,000	600	100	10,100	38,000
1970	2,015	4,060	20,800	700	1,400	11,735	40,710
1971	2,021	4,484	13,000	100	1,500	5,637	26,742
1972	1,991	4,510	13,300	400	1,600	6,366	28,167
1973	3,121	4,938	13,000	700	1,700	8,254	31,713
1974	1,878	3,593	12,616	1,887	1,848	4,089	25,911
1975	2,230	3,836	14,645	2,477	1,976	4,524	28,819
1976	1,851	2,905	17,105	1,966	1,558	7,400	32,785
1977	1,892	3,976	15,077	1,689	2,103	8,623	33,360
1978	1,631	4,342	16,116	4,234	890	12,888	40,101
1979	2,774	3,382	14,699	3,709	3,845	9,583	37,992
1980	2,612	4,560	14,675	4,336	1,716	9,590	37,489
1981	1,908	5,134	16,171	4,104	1,940	9,406	38,663
1982	2,314	5,454	16,071	4,885	3,468	10,685	42,877
1983	2,487	8,422	15,615	5,523	2,974	10,932	45,953
1984	2,393	7,560	17,147	5,957	2,274	16,756	52,087
1985	2,599	8,668	19,642	6,097	2,036	20,079	59,121
1986	3,112	11,122	18,352	4,438	2,089	21,923	61,036
1987	3,554	12,268	18,565	4,424	2,137	26,094	67,042
1988	4,875	15,954	20,705	5,812	4,034	29,612	80,992
1989	5,977	15,710	18,311	5,337	3,756	29,642	78,733
1990	6,681	14,075	18,043	8,753	3,187	23,681	74,420
1991	4,696	13,564	14,341	8,148	3,139	23,983	67,871
1992	6,655	13,145	21,152	8,943	4,256	26,235	80,386
1993	5,792	15,093	21,195	9,957	4,633	29,204	85,874
1994	9,225	16,168	19,776	6,922	3,641	27,489	83,221
1995	20,051	19,622	18,387	5,916	4,202	21,522	89,700

Sources: FAO 1955, 1956, 1957, 1963, 1968, 1972, 1977, 1980, 1984, 1987, 1996, 1997
Ministry of Agriculture, Forestry and Fisheries 1997
Suisan Sha 1963

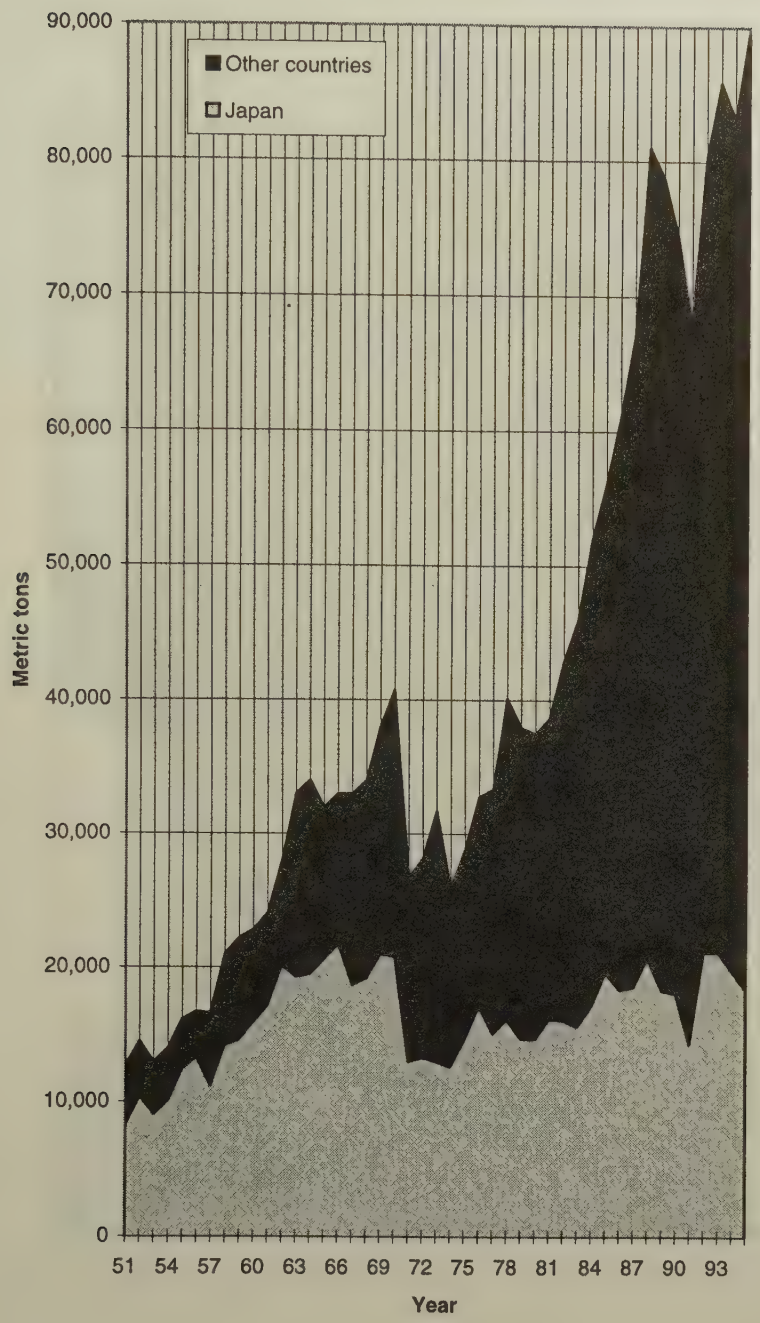

Figure 1. World and Japanese annual swordfish catches (catches are additive), 1951-1995 (metric tons). (Sources: FAO 1955, 1956, 1957, 1963, 1968, 1972, 1977, 1980, 1984, 1987, 1996, 1997; Ministry of Agriculture, Forestry and Fisheries 1997; Suisan Sha 1963)

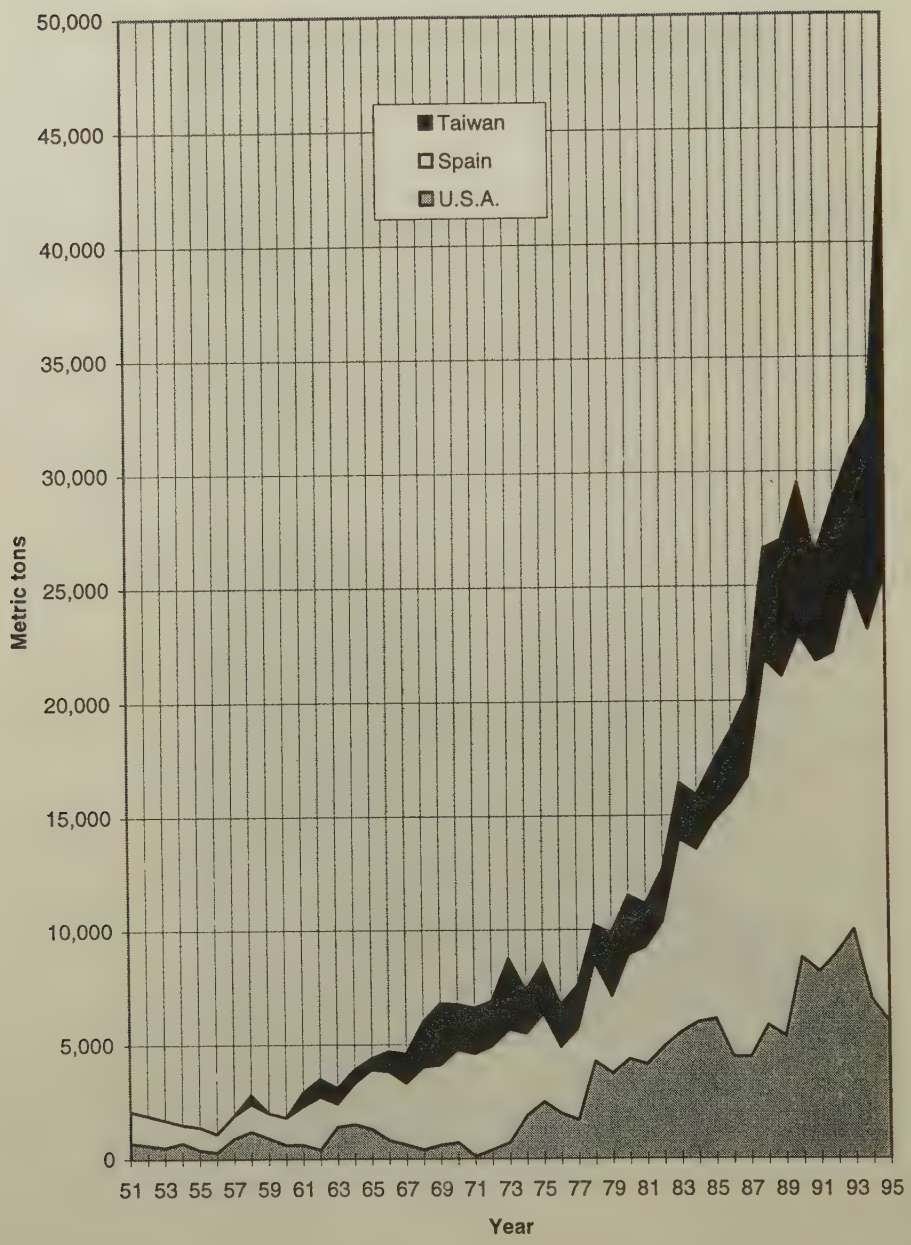

Figure 2. Annual swordfish catches (catches are additive) by Taiwan, Spain, and the U.S.A., 1951-1995 (metric tons). (Sources: FAO 1955, 1956, 1957, 1963, 1968, 1972, 1977, 1980, 1984, 1987, 1996, 1997)

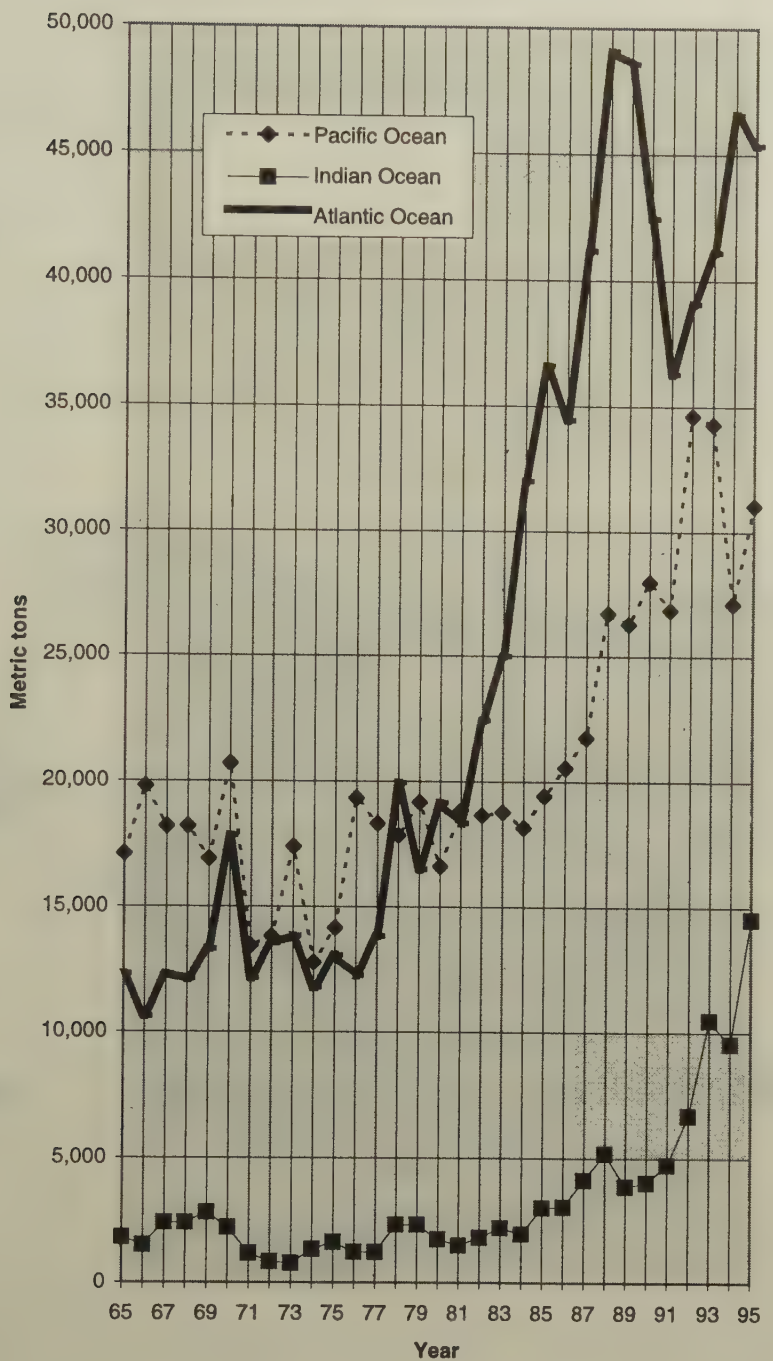

Figure 3. World annual swordfish catches by ocean areas, 1965-1995 (metric tons). (Sources: FAO 1972, 1997; Ministry of Agriculture, Forestry and Fisheries 1997)

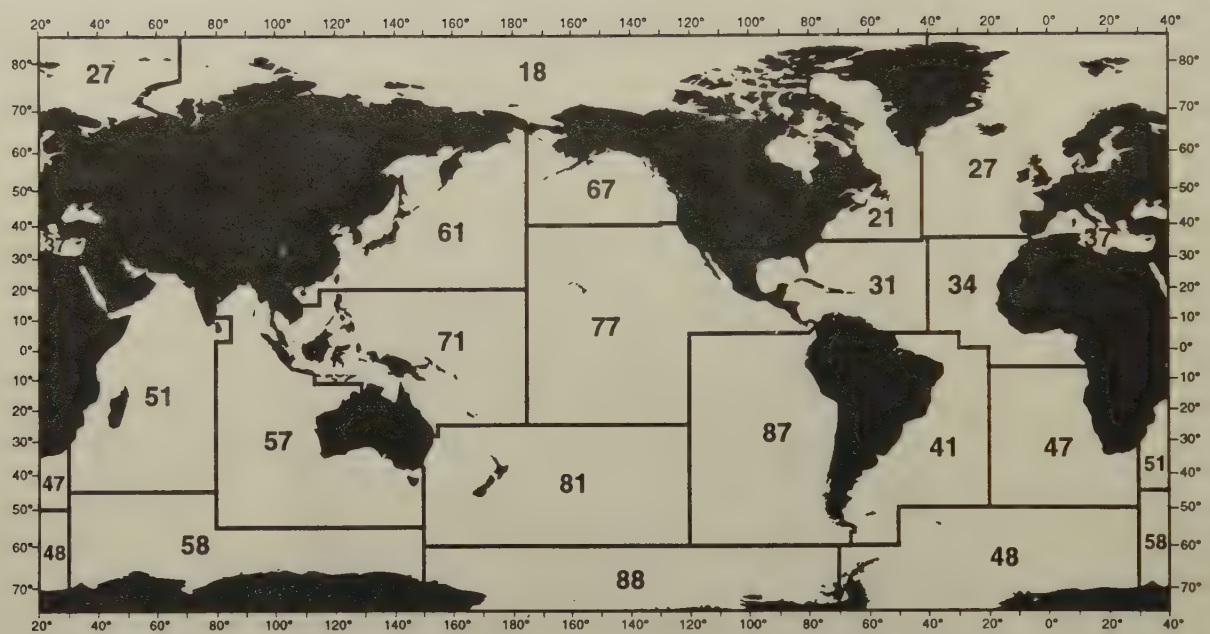

Figure 4. Major FAO statistical fishing areas. (Source: FAO 1996)

JAPANESE FISHERY

The Japanese commercial fishery for billfish (swordfish, striped marlin, blue marlin, black marlin, sailfish, and shortbill spearfish) began in 1603 (Suisan sha 1963). Originally, billfish were caught in Japanese coastal waters by surface gear (harpoons, handlines, and set nets). In 1743, however, when the Japanese developed a longline fishery for tuna, billfish began to be taken as an important by-catch.

On March 31, 1897, the Japanese government established the Distant Water Fisheries Promotion Act to develop and strengthen its distant-water fishing industry (Yaizu Fisheries Cooperatives 1964). The Act was revised in 1905. The revised act provided grants for new vessel construction and installation of engines. In March 1906, the first engine (20 horsepowers) was installed in a 25 gross-ton tuna longliner, and by 1925, most tuna longliners were equipped with engines. In 1926, line haulers, cold storage facilities, and radios were added. With these new technological developments, tuna longliners could fish further away from Japan and the fishing grounds rapidly expanded over the years.

Beginning in 1965, Japanese longliners were equipped to deep freeze catches to minus 55 degrees Celsius (Suisan sha 1969). This technology allowed high-quality tuna and billfish to reach Japan even from distant fishing areas. High quality tuna and swordfish became very popular in the "sashimi" (raw fish) market and prices for these fish increased sharply, especially for bigeye tuna (Figure 5 and Table 2). The Japanese distant-water tuna industry grew rapidly and the fishery began to target bigeye tuna for the sashimi market and gear was modified to fish in greater depths. In 1970, bigeye tuna comprised 27 percent of the tuna longline catches and by 1980 it had increased to 35 percent (Ministry of Agriculture, Forestry & Fisheries 1981). This increase has been attributed to the deeper fishing longline gear. At the same time, the swordfish catch which had comprised 4 percent of the total longline catch declined to 3 percent. Deep longlining is less effective for catching the shallower swimming swordfish than is standard longlining. Additionally, strict regulations of mercury content in swordfish were implemented in 1970 in some countries due to discovery of high levels of mercury in swordfish. This action resulted in reduced consumer demand and a decline in catches. The regulations were relaxed in 1978 and the catches increased from 13,000 mt in 1971 to 16,116 mt in 1978 as demand returned.

Japan was the world's largest harvester of swordfish until 1994, but its share of the world catch has decreased sharply, from 65 percent in 1951 to 20 percent in 1995. Japanese swordfish catches have fluctuated between 13,000 and 22,000 mt since 1958. The peak year of Japanese swordfish harvest was 1966 when 21,700 mt were harvested (Table 1 and Figure 1).

In 1995, about 87 percent of the swordfish were caught by tuna longliners, and the rest by driftnet, gillnet, set net and other methods in the western Pacific (Table 3). The Japanese tuna longline fishery is conducted in distant-waters using vessels larger than 120 gross tons, and in coastal and offshore waters of Japan using vessels of 10-20 gross tons and 20-120 gross tons, respectively. In the face of rising fuel costs, high cost of domestic labor, and mounting international competition, the Japanese tuna longline fleet has been continuously adapting to changing times over the past two decades. In order to modernize its fleet into one that is lean and productive, the industry has decommissioned 739 vessels between 1970 and 1995, mostly from the distant-water and off-shore component (Figure 6), while enhancing both tonnage and equipment for its fleet (Suisan Sha 1989).

Most Japanese catches of swordfish, between 63 and 91 percent from 1965 through 1995, occurred in the Pacific Ocean followed by Atlantic Ocean (4 to 29 percent), and the Indian Ocean (4 to 11 percent; Table 4 and Figure 7). Swordfish landings by ocean have changed significantly since 1966, with landings from the Pacific declining and over a two-fold increase in landings from the Atlantic. These changes reflect a redistribution of tuna longline fishing effort from traditional fishing areas in the Pacific to new fishing areas in the Atlantic and Indian oceans. The fishing fleet extended its operation into the Indian ocean and the Atlantic ocean in 1952 and 1956, respectively (Suisan sha 1963).

Most of the catch of the swordfish from the Pacific Ocean is made in the northwestern sector. The total Pacific catch increased from 16,100 mt in 1965 to a record high of 18,400 mt in 1966. The catch then declined abruptly to about 10,000 mt in 1971 and has fluctuated between 9,936 and 15,649 mt since 1972. The Atlantic catch has shown a fluctuating but upward trend since 1979. Catches in the Indian ocean have remained at low levels.

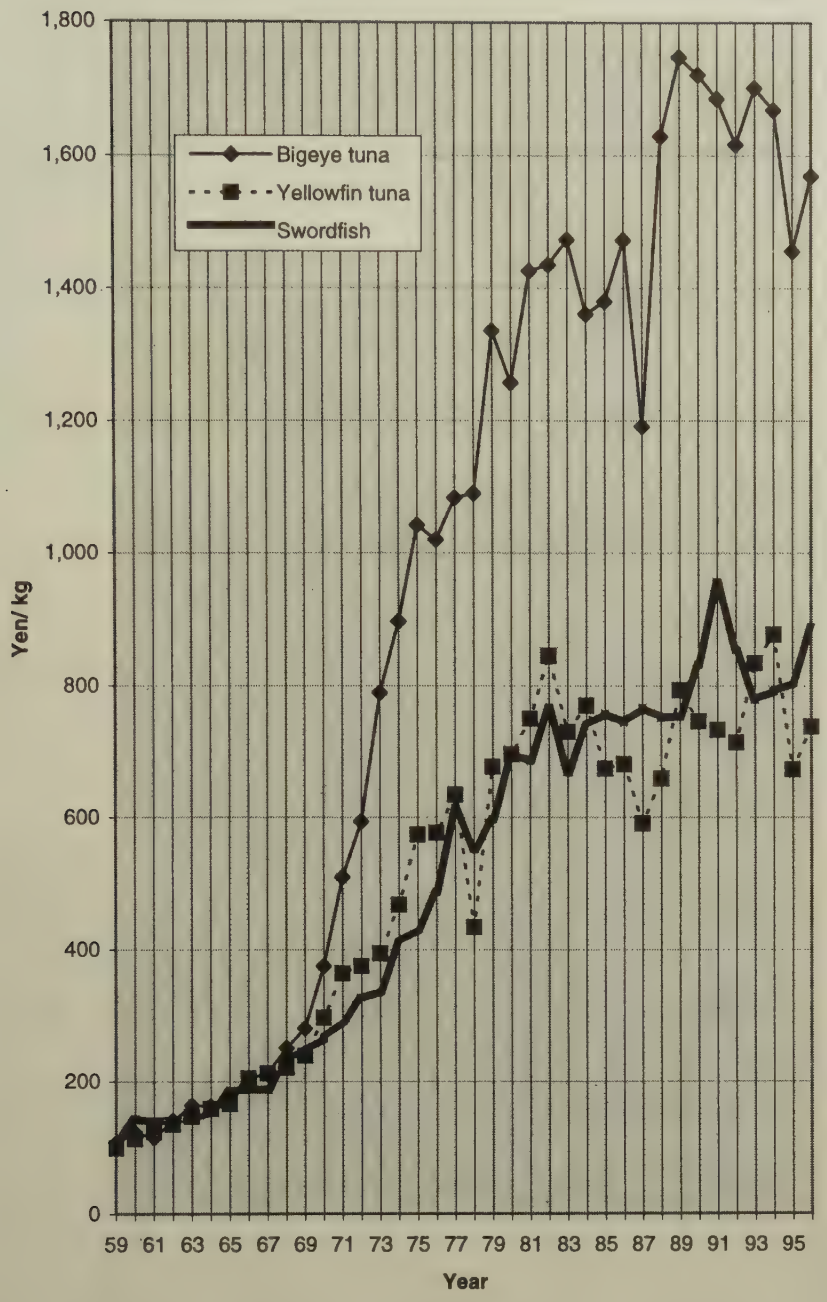

Figure 5. Annual average wholesale prices of fresh swordfish, bigeye tuna, and yellowfin tuna, at 51 major landing ports in Japan, 1959-1996 (yen/kg). (Sources: Suisan Sha 1963; Ministry of Agriculture, Forestry and Fisheries 1964-1997; Suisan Keizai Shinbun Sha 1997)

Table 2. Annual average wholesale prices of swordfish and tuna at 51 major landing ports in Japan, 1955-1996 (yen/kg).

Year	Swordfish		Yellowfin tuna		Bigeye tuna		Bluefin tuna	
	Fresh	Frozen	Fresh	Frozen	Fresh	Frozen	Fresh	Frozen
1955	-*	-	72	-	89	-	115	-
1956	-	-	84	-	98	-	126	-
1957	-	-	86	-	95	-	122	-
1958	-	-	93	-	102	-	225	-
1959	114	-	99	-	107	-	239	-
1960	143	-	113	-	123	-	199	-
1961	140	-	124	-	115	-	301	-
1962	142	-	135	-	141	-	305	-
1963	144	-	147	-	164	-	391	-
1964	154	-	159	-	163	-	219	-
1965	186	-	166	-	180	-	234	-
1966	188	-	205	-	205	-	258	-
1967	188	-	213	-	231	-	312	-
1968	235	-	221	-	251	-	366	-
1969	247	-	239	-	281	-	462	-
1970	266	-	297	-	375	-	602	-
1971	293	-	364	-	510	-	736	-
1972	326	-	375	-	594	-	863	-
1973	337	-	394	-	789	-	978	-
1974	411	-	468	-	897	-	1,330	-
1975	431	-	574	-	1,042	-	941	-
1976	487	-	577	-	1,020	-	1,187	-
1977	614	-	634	-	1,083	-	1,024	-
1978	552	-	434	-	1,090	-	646	-
1979	597	657	677	640	1,336	975	1,127	2,641
1980	696	773	696	519	1,257	831	1,285	2,058
1981	686	718	750	541	1,426	975	887	2,259
1982	767	862	845	474	1,435	933	1,063	2,958
1983	668	747	730	436	1,473	847	1,287	3,251
1984	740	902	770	668	1,361	1,145	1,906	3,226
1985	758	820	674	628	1,380	917	1,250	3,059
1986	744	791	681	526	1,472	872	1,664	4,342
1987	767	796	591	511	1,191	838	1,234	3,649
1988	752	697	659	532	1,629	1,025	1,593	4,326
1989	753	596	793	771	1,748	1,228	1,743	5,101
1990	832	646	746	572	1,722	1,149	2,848	4,849
1991	949	786	733	485	1,686	1,032	2,062	4,082
1992	853	691	714	623	1,617	1,136	2,130	3,879
1993	779	682	834	658	1,702	1,190	1,875	3,814
1994	792	587	877	566	1,669	1,089	1,302	2,983
1995	804	569	673	521	1,495	953	1,169	2,540
1996	889	718	738	615	1,569	1,088	1,489	2,902

*- - not available

Sources: Suisan Sha 1963
Ministry of Agriculture, Forestry & Fisheries 1964-1997
Suisan Keizai Shinbun Sha 1997

Table 3. Japanese swordfish catch by gear and major FAO fishing area, 1995 (metric tons).

FAO fishing area*	Tuna longliner		Others**
	Distant-water	Offshore/Coastal	
Atlantic Ocean			
21	30	0	0
27	60	0	0
31	33	0	0
34	1,912	0	0
37	7	0	0
41	187	0	0
47	2,267	0	0
Indian Ocean			
51	665	0	0
57	687	13	0
Pacific Ocean			
61	502	5,519	2,205
71	192	352	208
77	1,808	11	0
81	1,259	0	0
87	477	0	0
Total	10,080	5,895	2,413

* - Number refer to FAO fishing areas (see Figure 4).
** - Includes driftnet, gillnet, setnet, and pole and line.

Source: Ministry of Agriculture, Forestry and Fisheries 1997

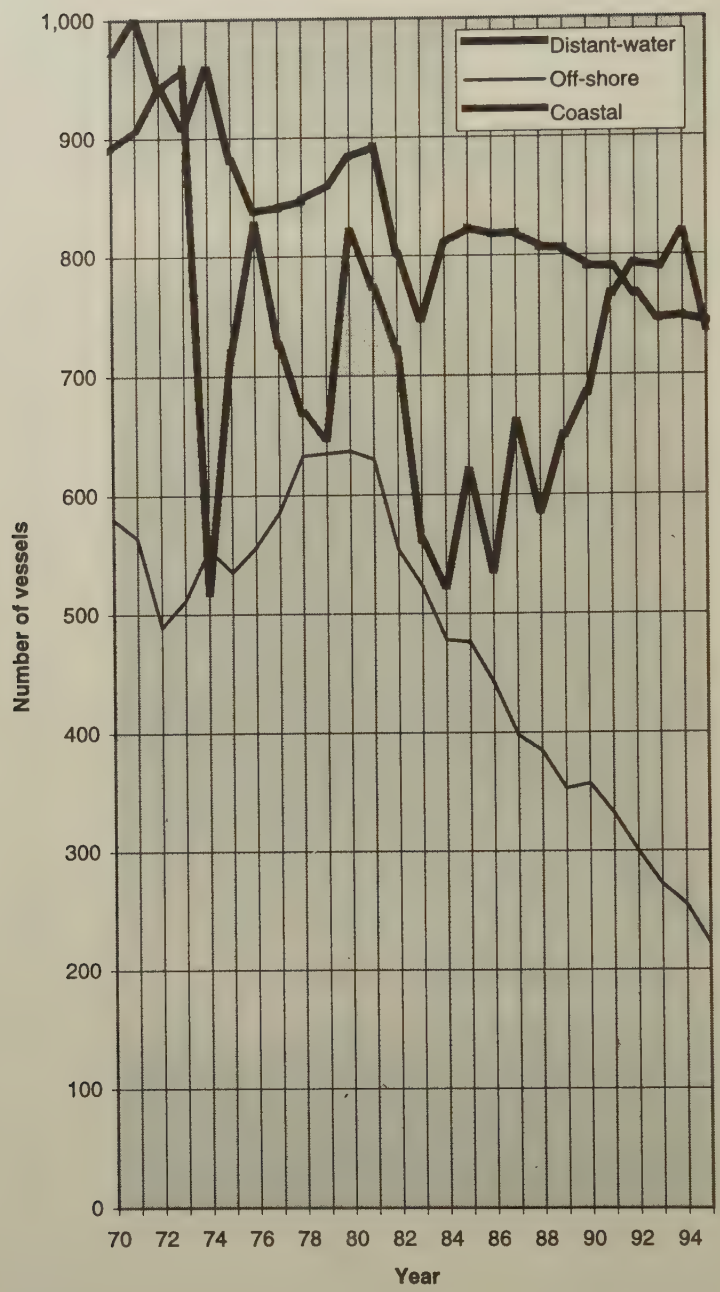

Figure 6. Japanese tuna longliners by number and class, 1970-1995. (Sources: Ministry of Agriculture, Forestry and Fisheries 1972-1997)

Table 4. Japanese swordfish catch, by major FAO fishing area, 1965-1995 (metric tons).

Area *	1965	1966	1967	1968	1969	1970	1971	1972
Pacific Ocean								
61	12,100	13,500	11,900	9,800	8,800	7,300	5,600	4,700
77	2,500	2,600	1,800	2,600	4,300	5,600	2,700	3,400
81	1,300	1,500	1,100	1,500	1,100	900	1,200	1,500
71	0	500	800	200	1,500	1,300	800	700
87	200	300	200	300	1,100	1,000	100	100
67	0	0	0	0	0	0	0	0
Total	16,100	18,400	15,800	16,200	16,800	16,100	10,400	10,400
Atlantic Ocean								
47	600	500	200	300	200	200	400	500
34	1,100	700	400	600	300	300	300	600
41	600	400	100	200	1,500	2,500	300	800
27	0	100	0	0	0	0	0	0
31	300	200	100	100	200	100	200	100
21	300	100	0	0	0	0	400	200
37	0	0	0	0	0	0	0	0
Total	2,900	2,000	800	1,200	2,200	3,100	1,600	2,200
Indian Ocean								
57	900	400	800	800	800	800	500	200
51	700	900	1,300	1,000	1,200	800	500	500
Total	1,600	1,300	2,100	1,800	2,000	1,600	1,000	700
Grand Total	20,600	21,700	18,700	19,200	21,000	20,800	13,000	13,300

Table 4 (continued). Japanese swordfish catch, by major FAO fishing area, 1965-1995 (metric tons).

Area *	1973	1974	1975	1976	1977	1978	1979	1980
Pacific Ocean								
61	5,000	5,896	8,622	9,977	10,126	9,906	8,701	6,323
77	4,100	2,330	2,139	3,591	2,743	2,614	2,735	3,299
81	1,100	1,269	657	1,294	272	269	684	583
71	600	787	698	745	481	935	664	1,214
87	300	216	245	236	375	608	307	534
67	0	0	0	0	0	1	0	0
Total	11,100	10,498	12,361	15,843	13,997	14,333	13,091	11,953
Atlantic Ocean								
47	600	316	531	228	372	429	627	1,040
34	300	705	777	295	129	270	251	714
41	0	0	7	0	1	2	1	136
27	0	59	23	6	20	35	29	15
31	0	48	75	78	77	4	11	3
21	300	358	215	338	287	265	251	367
37	0	0	3	1	5	2	3	1
Total	1,200	1,486	1,631	946	891	1,007	1,173	2,276
Indian Ocean								
57	200	252	343	172	129	384	324	274
51	500	380	310	144	60	392	111	172
Total	700	632	653	316	189	776	435	446
Grand Total	13,000	12,616	14,645	17,105	15,077	16,116	14,699	14,675

Table 4 (continued). Japanese swordfish catch, by major FAO fishing area, 1965-1995 (metric tons).

Area *	1981	1982	1983	1984	1985	1986	1987	1988
Pacific Ocean								
61	6,792	5,873	7,552	7,161	8,324	8,889	8,382	7,977
77	3,373	2,652	2,628	2,554	2,416	2,767	3,889	4,053
81	1,017	1,195	779	745	823	1,114	1,240	1,845
71	1,379	1,251	777	819	1,104	1,034	787	627
87	509	365	749	672	254	442	541	924
67	8	14	26	35	161	25	28	70
Total	13,078	11,350	12,511	11,986	13,083	14,271	14,867	15,496
Atlantic Ocean								
47	1,116	2,310	1,300	1,988	2,423	1,553	944	1,668
34	479	1,137	532	1,794	1,704	444	790	1,420
41	256	119	46	46	342	574	593	772
27	32	40	60	64	33	18	32	37
31	53	93	34	40	86	28	20	17
21	511	218	134	212	245	272	164	197
37	1	5	6	19	15	7	3	4
Total	2,448	3,922	2,112	4,163	4,848	2,896	2,546	4,115
Indian Ocean								
57	394	214	337	423	564	315	376	265
51	251	576	655	575	1,147	870	776	829
Total	645	790	992	998	1,711	1,185	1,152	1,094
Grand Total	16,171	16,071	15,615	17,147	19,642	18,352	18,565	20,705

Table 4 (continued). Japanese swordfish catch, by major FAO fishing area, 1965-1995 (metric tons).

Area *	1989	1990	1991	1992	1993	1994	1995
Pacific Ocean							
61	6,251	5,561	4,681	7,840	8,978	8,760	8,225
77	3,480	3,173	2,837	3,712	2,709	1,613	1,819
81	1,218	1,114	1,124	2,178	1,278	1,061	1,259
71	921	718	503	837	692	679	752
87	411	763	758	1,027	605	689	477
67	86	12	30	25	0	6	0
Total	12,367	11,341	9,936	15,619	14,263	12,808	12,532
Atlantic Ocean							
47	2,270	2,106	1,570	1,883	2,458	2,964	2,261
34	1,908	2,230	936	1,277	2,724	1,993	1,912
41	718	1,253	941	907	587	577	187
27	38	36	94	85	46	42	60
31	152	64	40	35	28	33	33
21	174	200	183	199	138	62	30
37	2	2	1	2	6	4	7
Total	5,262	5,891	3,765	4,388	5,987	5,675	4,490
Indian Ocean							
57	178	219	260	122	317	363	700
51	504	592	380	1,023	628	930	665
Total	682	811	640	1,145	945	1,293	1,365
Grand Total	18,311	18,043	14,341	21,152	21,195	19,776	18,387

* - Numbers refer to FAO fishing areas (see Figure 4).

Sources: FAO 1972, 1997
Ministry of Agriculture, Forestry and Fisheries 1997

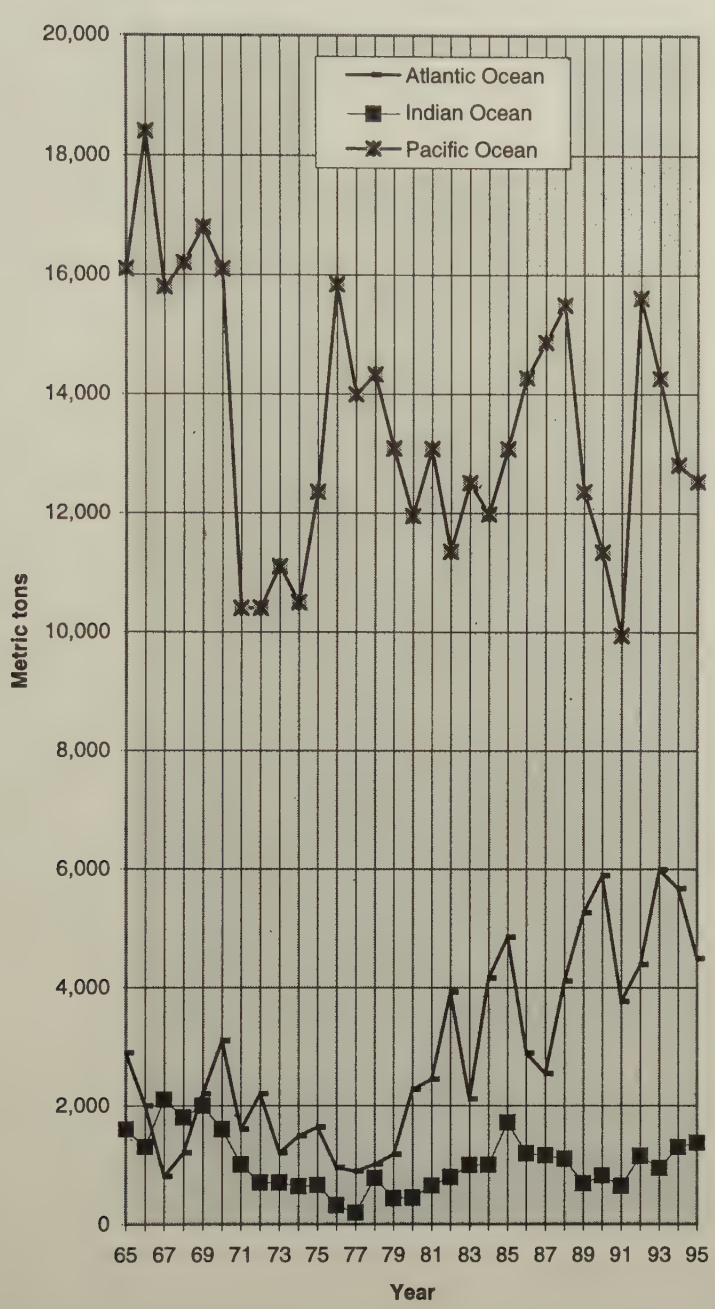

Figure 7. Japanese annual swordfish catches by ocean areas, 1965-1995 (metric tons). (Sources: Ministry of Agriculture, Forestry and Fisheries 1997; FAO 1972, 1997)

IMPORTS

Japan is a major importer of billfish, including swordfish. Unfortunately statistics of the latter has been lumped with other billfish. In 1996, Japanese imported 23,597 mt valued about 100 million dollars (Table 5). Frozen products (excluding fillets) dominated, representing as much as 83 percent in volume and 74 percent in value (Tables 6 and 7). Fresh billfish accounted for 10 percent in volume and 17 percent in value (Tables 8 and 9), followed by frozen fillet products with 7 percent in volume and 9 percent in value (Table 10).

Between 1970 and 1996, imports of billfish fluctuated between 12,300 and 23,600 mt while steadily increasing in value from 7.7 to 100 million dollars (Table 5 and Figure 8). Good demand and a strong yen (Appendix 1) contributed to increased imports. The number of countries supplying billfish to Japan also increased from 14 in 1970 to 46 including the United States in 1996 (Japan Marine Products Importers Association, 1977 and 1997). The increase in value was due mainly to the appreciation of the Japanese yen relative to U.S. dollar, but also to higher prices for swordfish in Japan. Exporters of fishery products have greatly benefited from the weaker dollar relative to the Japanese yen in recent years. The average annual value of the U.S. dollar relative to the yen fell 16 percent to 108 yen/U.S. dollar in 1996 from 128 yen /U.S. dollar in 1988. The annual average import price of billfish in 1996 increased 42 percent in yen and 67 percent in dollars from the 1988 level. Japanese import statistics indicate that 2,248 mt of fresh and frozen billfish were flown into Japan in 1996, placing billfish tenth in importance of airfreighted import species (Japan Marine Products Importers Association 1997).

Taiwan has become the leading supplier of frozen billfish to Japan in recent years, passing the Republic of Korea which had been the leader (tables 6 and 7). Taiwan is also the major supplier of fresh billfish to Japan (Tables 8 and 9). Indonesia, Taiwan, Belize, and the Republic of Korea are the dominant suppliers of frozen billfish fillets to Japan (Table 10). These four nations supplied Japan with as much as 77 percent both in volume and in value of frozen fillets in 1996. In 1996, Belize for the first time emerged as a significant exporter of frozen billfish to Japan.

Japan did not begin to report separate import statistics for swordfish until 1997. Before that time, swordfish imports were lumped with those of other billfish. From January through June 1997, Japan imported 5,000 mt of frozen swordfish valued at 25 million dollars. This is about 53 percent in volume and 67 percent in value of total billfish imported during the same period (Tables 11, 12 and 13).

Japan regulates imports of fish and fishery products with import quotas (IQ) and tariffs. Over the years, Japan has relaxed its IQ and reduced trade barriers through multilateral and bilateral trade negotiations. Tariffs have been progressively reduced in GATT multilateral trade negotiation rounds. Japan has sufficiently relaxed its import regime so that it is now the world's largest importer of fishery products with 1996 imports of 18 billion dollars.

Imports of swordfish products into Japan are subject to tariffs, but not IQ. As Japan and the United States are signatories to the World Trade Organization (WTO), WTO tariffs apply to U.S. exports of billfish products: 4.1 percent through December 31, 1997 and 3.8 percent from January 1 through December 31, 1998 for fresh, frozen, and frozen fillets. The tariff rates are calculated as percentage of cost, insurance, and freight (CIF) value. Major Japanese importers of seafood products are listed in Appendix 2.

Table 5. **Japanese annual imports of billfish (fresh, frozen, frozen fillets) by quantity and value, 1970-1996.**

Year	Quantity Metric tons	Value U.S. $1,000
1970	16,235	7,705
1971	15,889	8,728
1972	15,251	8,674
1973	17,132	11,922
1974	17,616	14,618
1975	19,117	18,969
1976	21,536	23,402
1977	19,995	28,026
1978	21,486	21,486
1979	21,049	38,837
1980	16,055	32,050
1981	15,684	34,662
1982	14,236	29,575
1983	14,164	29,186
1984	12,363	26,919
1985	12,206	26,658
1986	16,948	43,323
1987	17,216	49,399
1988	14,834	39,541
1989	15,320	41,692
1990	15,200	40,432
1991	17,089	53,575
1992	19,466	70,277
1993	20,978	83,237
1994	18,395	72,338
1995	21,498	90,926
1996	23,597	100,897

Source: Japan Marine Products Importers Association 1971-1997

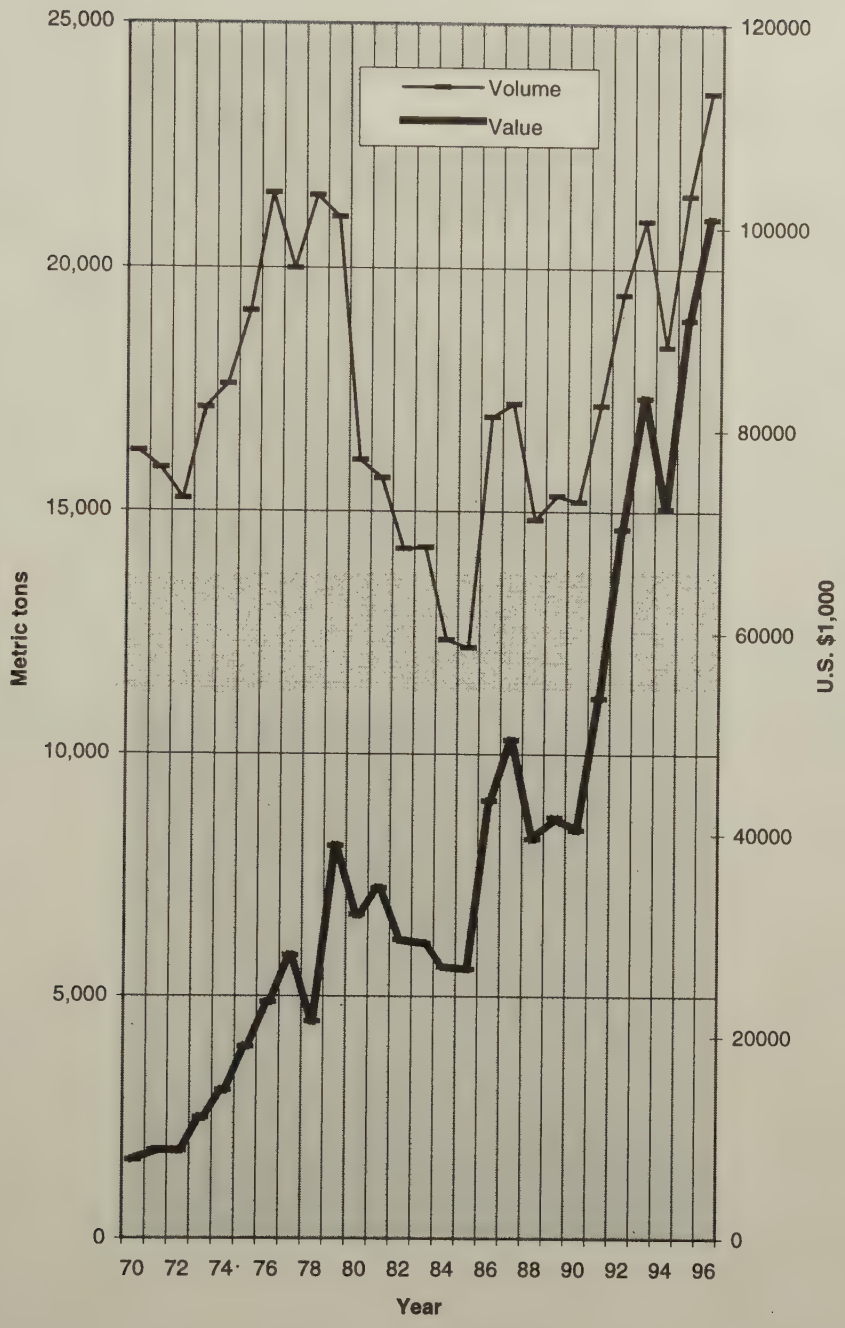

Figure 8. Japanese billfish imports by volume and value, 1970-1996. (Source: Japan Marine Products Importers Association 1971-1997)

Table 6. Japanese annual imports of frozen billfish (excluding fillets) by major countries and volume, 1976-1996 (metric tons).

Country of origin	1976	1977	1978	1979	1980	1981	1982
Taiwan	5,526	4,982	5,356	4,835	4,406	4,242	3,086
Korea, Rep.	11,079	11,194	12,622	12,672	8,390	7,882	7,429
Singapore	0	2	47	234	447	560	216
Honduras	0	0	0	0	0	0	0
South Africa	0	1	3	14	28	0	0
Belize	0	0	0	0	0	0	0
Uruguay	0	31	0	0	0	0	134
Indonesia	100	123	192	160	192	200	200
Ecuador	396	112	209	454	323	183	255
Panama	1,705	1,346	457	426	380	339	498
Canary Islands	40	0	0	0	0	0	49
Trinidad	0	75	0	0	0	0	0
Spain	103	130	39	0	0	0	209
Mexico	407	234	0	0	0	386	485
Guinea, Rep.	0	0	0	0	0	0	0
St. Vincent	0	0	0	0	0	0	0
Kenya	0	0	0	0	0	3	12
U.S.A.	510	754	451	78	90	112	23
Others	1,011	400	964	852	823	891	1,028
Total	20,877	19,384	20,340	19,725	15,079	14,798	13,624

Table 6 (continued). Japanese annual imports of frozen billfish (excluding fillets) by major countries and volume, 1976-1996 (metric tons).

Country of origin	1983	1984	1985	1986	1987	1988	1989
Taiwan	3,760	3,038	3,608	5,741	5,033	3,550	4,220
Korea, Rep.	6,182	5,443	4,650	5,753	6,893	5,525	4,516
Singapore	187	112	208	249	348	385	264
Honduras	0	80	68	99	234	327	684
South Africa	12	3	59	43	149	141	269
Belize	0	0	0	0	0	0	0
Uruguay	48	34	319	202	108	39	82
Indonesia	173	520	528	500	579	825	1,232
Ecuador	185	15	4	59	201	77	132
Panama	526	730	529	816	968	1,128	763
Canary Islands	0	2	0	0	0	0	123
Trinidad	74	0	0	21	0	0	0
Spain	0	0	17	67	10	182	100
Mexico	211	35	0	16	117	39	10
Guinea, Rep.	0	0	0	0	0	0	0
St. Vincent	0	12	0	17	0	4	3
Kenya	0	0	0	0	0	0	0
U.S.A.	11	52	2	1	0	4	0
Others	1,865	1,217	1,164	1,663	819	1,224	1,535
Total	13,234	11,293	11,156	15,247	15,459	13,450	13,933

Table 6 (continued). **Japanese annual imports of frozen billfish (excluding fillets) by major countries and volume, 1976-1996 (metric tons).**

Country of origin	1990	1991	1992	1993	1994	1995	1996
Taiwan	5,061	4,887	7,364	7,845	6,302	8,160	8,050
Korea, Rep.	3,681	4,290	4,236	3,828	3,209	2,690	3,514
Singapore	203	360	815	450	594	2,330	1,759
Honduras	705	939	982	584	959	963	1,658
South Africa	402	636	366	210	380	331	814
Belize	0	0	0	24	49	157	491
Uruguay	104	126	84	123	296	253	480
Indonesia	701	604	703	357	323	266	361
Ecuador	324	360	264	225	145	133	338
Panama	1,043	1,000	1,352	1,418	1,159	788	307
Canary Islands	47	26	1	74	127	154	298
Trinidad	0	333	212	1,035	49	343	200
Spain	23	0	0	0	1	0	182
Mexico	15	0	0	0	0	0	172
Guinea, Rep.	0	0	0	0	0	1	164
St. Vincent	40	122	241	319	329	177	122
Kenya	0	0	94	75	161	125	105
U.S.A.	0	7	18	0	2	0	28
Others	1,206	1,276	757	942	615	797	540
Total	13,555	14,966	17,489	17,509	14,700	17,668	19,583

Source: Japan Marine Products Importers Association 1977-1997

Table 7. Japanese annual imports of frozen billfish (excluding fillets) by major countries and value, 1976-1996 (U.S. $1,000).

Country of origin	1976	1977	1978	1979	1980	1981	1982
Taiwan	5,450	6,711	9,228	8,540	8,684	8,915	5,992
Korea, Rep.	11,779	15,002	17,778	20,177	14,561	15,564	14,150
Singapore	0	2	70	441	921	1,067	527
Honduras	0	0	0	0	0	0	0
South Africa	0	61	1	11	40	0	0
Belize	0	0	0	0	0	0	0
Uruguay	0	44	0	0	0	0	305
Indonesia	95	106	260	240	381	369	388
Ecuador	773	188	405	1,042	668	336	633
Panama	1,414	1,620	595	803	649	756	883
Canary Islands	37	0	0	0	0	0	69
Trinidad	0	97	0	0	0	0	0
Spain	127	164	50	0	0	0	285
Mexico	635	339	0	0	0	1,550	1,278
Guinea, Rep.	0	0	0	0	0	0	0
St. Vincent	0	0	0	0	0	0	0
Kenya	0	0	0	0	0	5	25
U.S.A.	301	688	484	70	92	132	31
Others	850	426	1,403	1,317	1,434	1,451	1,741
Total	21,461	25,446	30,274	32,641	27,430	30,145	26,307

Table 7 (continued). Japanese annual imports of frozen billfish (excluding fillets) by major countries and value, 1976-1996 (U.S. $1,000).

Country of origin	1983	1984	1985	1986	1987	1988	1989
Taiwan	8,166	6,989	8,785	15,208	15,920	10,031	11,422
Korea, Rep.	10,915	9,690	7,520	11,729	15,342	11,554	10,754
Singapore	382	229	428	452	1,088	925	581
Honduras	0	137	99	206	506	602	1,446
South Africa	10	7	109	60	182	188	515
Belize	0	0	0	0	0	0	0
Uruguay	183	52	757	286	148	52	107
Indonesia	259	879	784	990	994	1,329	2,171
Ecuador	276	24	17	132	389	175	390
Panama	890	1,218	897	2,293	2,648	2,796	1,871
Canary Islands	0	2	0	0	0	0	245
Trinidad	112	0	0	30	0	0	0
Spain	0	0	20	80	15	298	214
Mexico	619	95	0	25	292	81	30
Guinea, Rep.	0	0	0	0	0	0	0
St. Vincent	0	22	0	42	0	10	6
Kenya	0	0	0	0	0	0	0
U.S.A.	17	142	4	6	0	12	0
Others	2,705	1,590	1,508	2,448	1,807	2,932	3,383
Total	24,534	21,076	20,928	33,987	39,331	30,985	33,135

Table 7 (continued). Japanese annual imports of frozen billfish (excluding fillets) by major countries and value, 1976-1996 (U.S. $1,000).

Country of origin	1990	1991	1992	1993	1994	1995	1996
Taiwan	12,667	14,605	28,077	29,414	23,952	33,496	33,751
Korea, Rep.	7,809	10,358	11,909	13,090	10,048	8,605	11,331
Singapore	436	1,258	2,919	1,875	2,386	9,951	7,984
Honduras	1,287	2,530	2,772	1,407	2,499	3,093	7,141
South Africa	611	1,551	1,022	585	541	652	2,177
Belize	0	0	0	51	129	542	1,987
Uruguay	191	326	162	312	489	371	1,395
Indonesia	1,210	1,200	1,381	1,504	849	777	1,027
Ecuador	855	938	719	777	1,086	688	1,846
Panama	2,333	2,564	4,183	4,274	3,352	2,169	824
Canary Islands	89	46	2	150	220	289	505
Trinidad	0	556	396	4,949	90	1,736	805
Spain	47	0	0	0	2	0	388
Mexico	24	0	0	0	0	0	367
Guinea, Rep.	0	0	0	0	0	3	814
St. Vincent	67	271	691	870	874	420	314
Kenya	0	0	247	273	494	395	424
U.S.A.	0	17	42	0	13	0	54
Others	2,470	3,024	1,698	1,865	1,684	2,666	2,003
Total	30,096	39,244	56,220	61,396	48,695	65,853	75,137

Source: Japan Marine Products Importers Association 1977-1997

Table 8. Japanese annual imports of fresh billfish by major countries and volume, 1976-1996 (metric tons).

Country of origin	1976	1977	1978	1979	1980	1981	1982
Taiwan	653	610	1,137	1,317	969	870	605
Guam	0	0	0	3	2	1	0
Philippines	4	0	2	2	4	11	4
Malaysia	0	0	0	0	0	0	0
Australia	0	0	0	0	0	0	0
Fiji	0	0	0	0	0	0	0
Thailand	0	0	0	0	0	0	0
Indonesia	0	0	0	0	0	0	0
Micronesia	0	0	0	0	0	0	0
Solomon Is.	0	0	0	0	0	0	0
Palau	0	0	0	0	0	0	0
U.S.A.	1	1	6	1	0	0	0
Singapore	0	0	1	0	0	0	2
Others	2	1	2	1	1	3	0
Total*	659	611	1,147	1,323	975	885	611

Table 8 (continued). Japanese annual imports of fresh billfish by major countries and volume, 1976-1996 (metric tons).

Country of origin	1983	1984	1985	1986	1987	1988	1989
Taiwan	928	1,068	1,049	1,663	1,651	1,130	798
Guam	0	0	0	1	40	8	7
Philippines	1	1	1	32	54	164	387
Malaysia	0	0	0	0	1	9	50
Australia	0	0	1	0	2	2	1
Fiji	0	0	0	0	0	0	1
Thailand	0	0	0	0	0	0	0
Indonesia	0	0	0	0	2	17	59
Micronesia	0	0	0	0	0	0	0
Solomon Is.	0	0	0	0	0	0	0
Palau	0	0	0	0	0	0	0
U.S.A.	0	0	0	1	0	6	28
Singapore	1	0	0	1	7	27	29
Others	1	1	0	3	1	22	27
Total*	930	1,069	1,051	1,701	1,758	1,385	1,387

Table 8 (continued). Japanese annual imports of fresh billfish by major countries and volume, 1976-1996 (metric tons).

Country of origin	1990	1991	1992	1993	1994	1995	1996
Taiwan	1,108	1,380	1,524	987	1,061	1,179	978
Guam	34	41	40	69	160	332	260
Philippines	370	491	256	315	253	194	226
Malaysia	37	29	30	81	101	85	197
Australia	1	7	3	12	10	40	145
Fiji	5	15	15	40	103	103	91
Thailand	0	0	0	0	3	11	64
Indonesia	28	64	40	29	28	21	54
Micronesia	0	6	16	21	14	10	48
Solomon Is.	0	0	0	0	0	1	44
Palau	8	34	6	38	12	14	43
U.S.A.	16	9	19	7	14	10	40
Singapore	3	7	6	2	1	3	29
Others	35	40	23	81	95	45	26
Total*	1,645	2,123	1,978	1,682	1,855	2,048	2,245

* Total - may not add due to rounding

Source: Japan Marine Products Importers Association 1977-1997

Table 9. Japanese annual imports of fresh billfish by major countries and value, 1976-1996 (U.S. $1,000).

Country of origin	1976	1977	1978	1979	1980	1981	1982
Taiwan	1,931	2,575	5,325	6,166	4,599	4,459	3,238
Guam	0	0		11	6	5	0
Philippines	2	0	6	6	11	35	20
Malaysia	0	0	0	0	0	0	0
Australia	0	0	0	0	0	0	0
Fiji	0	0	0	0	0	0	0
Thailand	0	0	0	0	0	0	0
Indonesia	0	0	0	0	0	0	0
Micronesia	0	0	0	0	0	0	0
Solomon Is.	0	0	0	0	0	0	0
Palau	0	0	0	0	0	0	0
U.S.A.	3	2	18	5	0	0	0
Singapore	0	0	4	0	0	0	11
Others	5	2	8	8	6	18	0
Total*	1,941	2,580	5,360	6,197	4,621	4,517	3,268

Table 9 (continued). Japanese annual imports of fresh billfish by major countries and value, 1976-1996 (U.S. $1,000).

Country of origin	1983	1984	1985	1986	1987	1988	1989
Taiwan	4,642	5,835	5,728	9,190	9,678	7,347	5,747
Guam	0	0	0	2	90	31	38
Philippines	2	1	1	119	216	736	1,653
Malaysia	0	0	0	0	5	61	317
Australia	0	0	1	0	14	16	11
Fiji	0	0	0	0	0	0	4
Thailand	0	0	0	0	0	0	0
Indonesia	0	0	0	0	18	78	250
Micronesia	0	0	0	0	0	0	0
Solomon Is.	0	0	0	0	0	0	0
Palau	0	0	0	0	0	0	0
U.S.A.	0	0	0	2	0	18	206
Singapore	3	0	0	1	27	138	162
Others	4	7	0	22	20	131	169
Total*	4,651	5,843	5,730	9,336	10,068	8,556	8,557

Table 9 (continued). Japanese annual imports of fresh billfish by major countries and value, 1976-1996 (U.S. $1,000).

Country of origin	1990	1991	1992	1993	1994	1995	1996
Taiwan	7,920	10,869	11,548	9,541	10,387	10,899	8,617
Guam	225	188	240	440	991	2,175	1,683
Philippines	1,459	2,166	1,268	1,552	1,392	1,021	1,232
Malaysia	207	169	156	519	655	537	1,171
Australia	8	62	40	127	91	490	1,304
Fiji	21	95	97	297	738	834	715
Thailand	5	0	0	0	19	88	437
Indonesia	108	257	172	165	189	148	399
Micronesia	0	35	138	197	140	84	280
Solomon Is.	0	0	0	0	0	3	260
Palau	39	163	40	196	83	131	260
U.S.A.	120	71	164	111	166	90	279
Singapore	15	63	34	15	7	24	216
Others	208	193	160	639	731	430	215
Total*	10,335	14,331	14,057	13,799	15,589	16,954	17,068

* Total - may not add due to rounding

Source: Japan Marine Products Importers Association 1977-1997

Table 10. Japanese annual imports of frozen billfish fillets by country, volume and value, 1993-1996.

Country of origin	Volume (metric tons)				Value (U.S. $1,000)			
	1993	1994	1995	1996	1993	1994	1995	1996
Indonesia	351	496	580	518	1,407	2,074	2,498	2,338
Taiwan	453	358	396	434	2,298	1,606	1,916	2,373
Belize	1	5	57	209	6	22	276	1,105
Korea, Rep.	289	267	196	198	1,224	1,184	875	900
Singapore	91	81	73	90	473	423	431	485
Panama	102	107	97	77	444	487	462	384
Ecuador	11	19	54	60	47	77	187	232
Honduras	85	175	104	51	379	794	512	278
Portugal	82	59	30	30	387	232	147	152
Colombia	27	10	14	22	78	16	28	53
Ivory Coast	11	0	0	14	39	0	0	86
St. Vincent	19	18	7	12	81	84	40	62
Malaysia	127	172	21	12	566	776	88	63
Chile	17	4	10	9	71	25	45	50
Vietnam	0	0	1	5	0	0	5	25
Sri Lanka	0	0	3	5	0	0	12	24
New Caledonia	3	3	1	5	17	11	6	16
Philippines	0	0	0	4	0	0	0	18
Vanuatu	0	3	3	4	0	14	15	14
Australia	12	6	9	3	26	18	47	15
Peru	0	0	0	2	0	0	0	8
France	0	0	0	2	0	0	0	4
Uruguay	25	0	5	1	143	0	28	5
Solomon Is.	0	0	0	1	0	0	0	2
New Zealand	0	0	1	1	0	0	6	3
India	5	15	13	0	16	56	46	0
Maldive	0	8	8	0	0	21	18	0
U.S.A.	5	5	38	0	26	35	153	0
Ghana	0	0	3	0	0	0	13	0
South Africa	13	3	6	0	66	7	9	0
Trinidad	18	0	50	0	82	0	250	0
Others	40	26	3	0	166	92	6	0
Total*	1,787	1,840	1,783	1,769	8,042	8,054	8,119	8,692

* Total - may not add due to rounding

Source: Japan Marine Products Importers Association 1994-1997

Table 11. Japanese monthly imports of frozen swordfish by country and volume, January-June 1997 (metric tons).

Country of origin	Jan.	Feb.	Mar.	Apr.	May	June	Jan.-June
Taiwan	756	423	394	571	219	257	2,620
Honduras	232	64	35	228	104	66	728
Korea, Rep.	64	73	83	82	69	94	465
Singapore	371	20	5	1	0	28	425
Belize	25	0	22	9	84	3	141
Indonesia	63	14	12	17	16	6	123
Uruguay	0	114	1	0	3	0	118
Guinea, Rep.	4	33	0	6	4	59	106
Panama	3	31	9	6	10	8	62
South Africa	13	16	0	0	0	18	46
Trinidad	9	7	0	18	0	4	37
France	0	0	36	0	0	0	36
Malaysia	0	24	0	0	12	0	35
St. Vincent	10	0	0	14	2	0	26
Kenya	0	4	0	7	0	4	16
Guinea	0	0	0	0	13	0	13
Reunion	0	0	0	0	11	0	11
Canary Is.	0	10	0	0	0	0	10
Guam	0	0	3	0	0	7	10
Portugal	0	1	0	0	0	7	8
China	0	4	0	0	4	0	8
Iran	0	0	0	7	0	0	7
Philippines	0	0	0	5	0	0	5
Ecuador	0	3	0	0	0	2	5
Sri Lanka	0	0	0	1	0	2	3
Gambia	0	0	0	3	0	0	3
Guinea Bissau	0	0	0	0	1	0	1
Others	0	0	0	0	0	9	9
Total*	1,548	841	600	967	551	569	5,075

* Total - may not add due to rounding

Source: Japan Marine Products Importers Association 1997

Table 12. Japanese monthly imports of frozen swordfish and other billfish by volume, January-June 1997 (metric tons).

Month	Swordfish	Other billfish	Total	Swordfish % of total
January	1,548	410	1,958	79%
February	841	446	1,287	65%
March	600	710	1,310	46%
April	967	1,043	2,010	48%
May	551	996	1,547	36%
June	569	831	1,400	41%
Jan.-June	5,075	4,437	9,512	53%

Source: Japan Marine Products Importers Association 1997

Table 13. Japanese monthly imports of frozen swordfish and other billfish by value, January-June 1997 (U.S. $1,000).

Month	Swordfish	Other billfish	Total	Swordfish % of total
January	8,135	1,278	9,413	86%
February	4,112	1,434	5,546	74%
March	2,763	2,060	4,823	57%
April	4,836	2,881	7,717	63%
May	2,518	2,567	5,085	50%
June	2,639	2,282	4,921	54%
Jan.-June	25,003	12,502	37,505	67%

Source: Japan Marine Products Importers Association 1997

MARKET

Swordfish is sold though auctions, at consumer-center wholesale markets in larger cities, and at production-center wholesale markets at Japanese ports of landings. It is also sold directly to processors or representatives of supermarket chains and department stores (K. Oogane, pers. comm.).[1] There are about 270 consumer-center fish wholesale markets and 340 production-center fish wholesale markets in Japan (Suisan sha 1993 and 1995). The largest consumer-center fish wholesale market in Japan is the Tokyo Central Wholesale Market. In 1996, the market handled 750,000 mt of fishery products valued at about seven billion dollars (Suisan Keizai sha April 1, 1997). It therefore plays an important role in supplying information on the supply and demand of fishery products in Japan. Also, the wholesale price determined in the Tokyo Central Wholesale Market becomes a price index for fishery products throughout the world.

Wholesale prices for swordfish vary widely, depending on quality of fish, volume of supply, the dollar-yen exchange rate, and other factors.

In recent years, swordfish has commanded higher prices in Japan than all other species of billfish, except highly prized fresh striped marlin (Figures 9 and 10 and Table 14). In 1996, wholesale prices of swordfish increased 18 percent for frozen fish and 9 percent for fresh fish from 1995 level while prices of other billfish except fresh blue marlin declined. Most swordfish went to high-end sashimi markets and not into processed products.

In Japan, swordfish are handled, sold, and consumed as a type of tuna. In recent years, wholesale prices in Japan for fresh and frozen swordfish have exceeded those for yellowfin tuna (Figures 11 and 12 and Table 15).

Tables 16-19 show monthly and annual average wholesale prices and sales volume for fresh and frozen swordfish at the Tokyo Central Wholesale Market between 1986 and 1996. Annual and monthly average wholesale prices fluctuated for both fresh and frozen swordfish, and the fluctuations were influenced mainly by volume of supply (Figures 13-18). As is usually the case, the greater the supply, the lower the price.

The price trends of wholesale prices at the Tokyo Central Wholesale Markets and average exvessel prices at 51 landing ports showed very similar patterns for both fresh and frozen swordfish during the last 11 years (Figures 19 and 20).

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[1]Personal Communications: Oogane, K. Kitada Suisan Co., Ltd. 5-11-11 Kachidoki, Chuo-ku, Tokyo, Japan. July 1996.

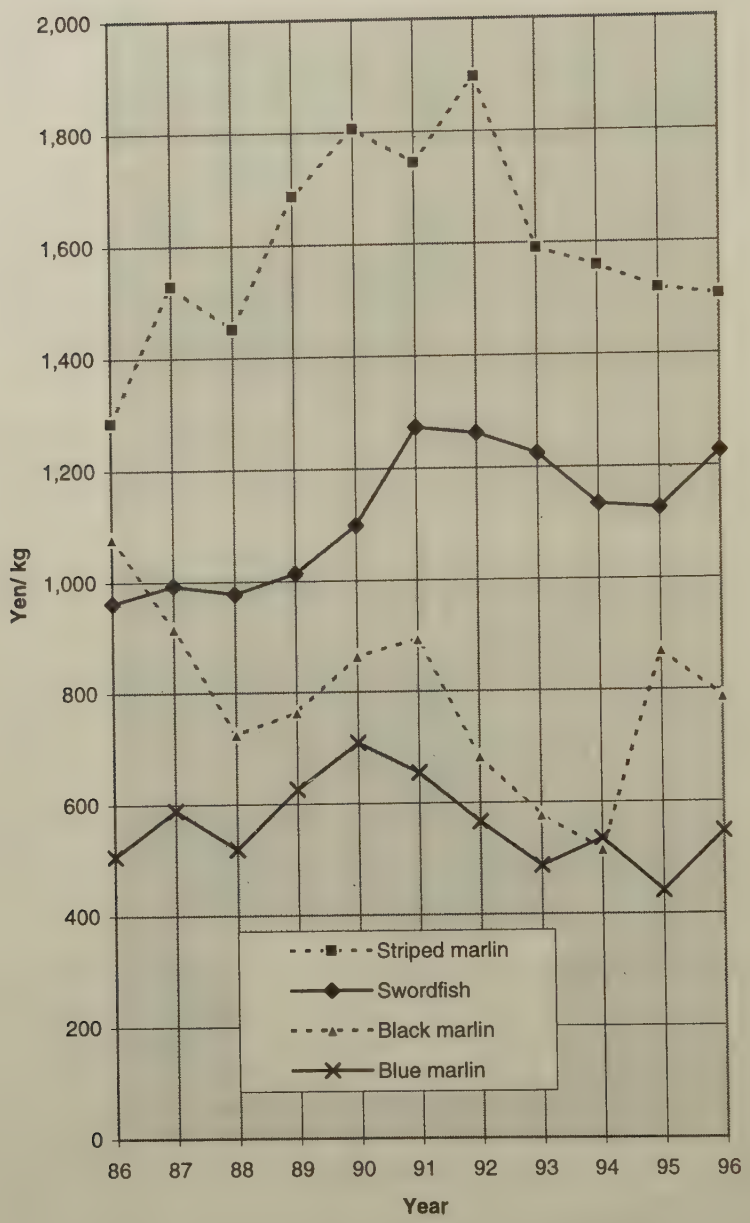


Figure 9. Annual average wholesale prices of fresh billfish at Tokyo Central Wholesale Market, 1986-1996 (yen/kg). (Source: Tokyo Metropolitan Government 1987-1997)

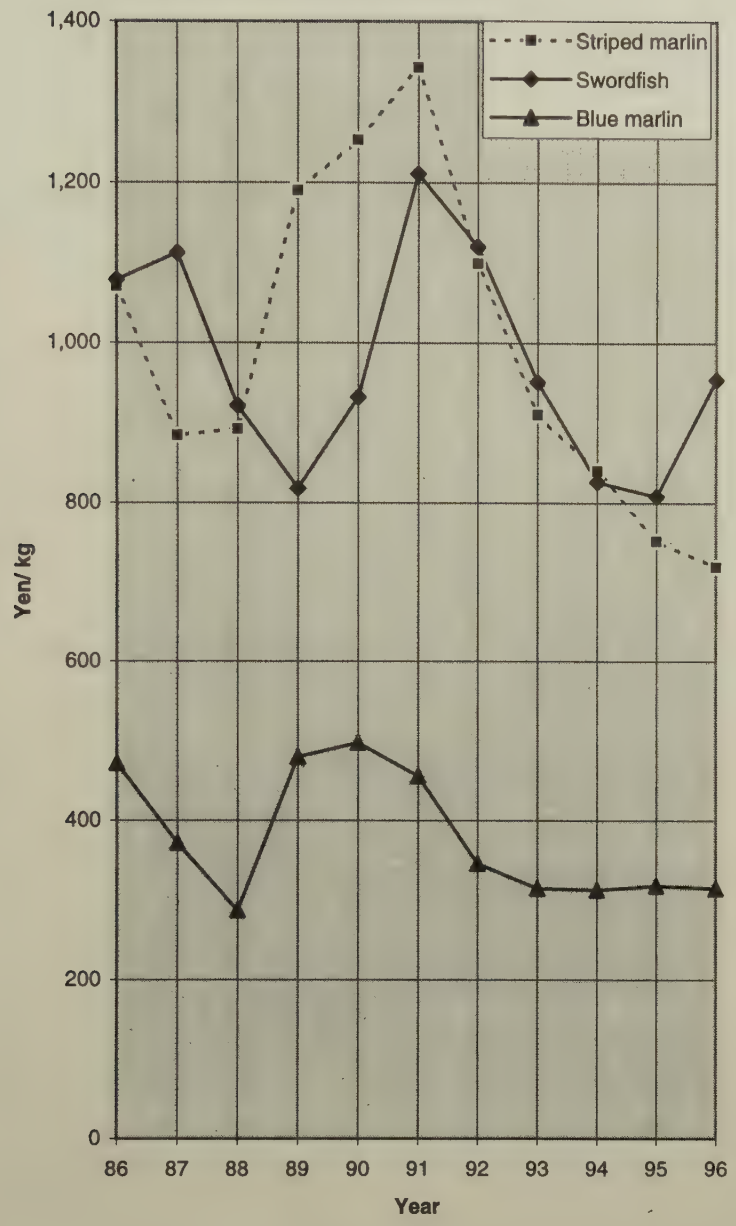


Figure 10. Annual average wholesale prices of frozen billfish at Tokyo Central Wholesale Market, 1986-1996 (yen/kg). (Source: Tokyo Metropolitan Government 1987-1997)

Table 14. Annual average wholesale prices of billfish by species at Tokyo Central Wholesale Market, 1986-1996 (Yen/kg).

Year	Striped marlin		Swordfish		Black marlin	Blue marlin	
	Fresh	Frozen	Fresh	Frozen	Fresh	Fresh	Frozen
1986	1,285	1,070	962	1,078	1,078	507	472
1987	1,529	884	993	1,112	916	589	372
1988	1,451	892	978	921	725	519	287
1989	1,687	1,190	1,014	818	764	626	480
1990	1,806	1,253	1,099	932	864	708	498
1991	1,745	1,343	1,273	1,211	894	654	456
1992	1,897	1,099	1,262	1,120	682	566	346
1993	1,591	910	1,225	951	577	487	315
1994	1,559	840	1,134	826	515	535	313
1995	1,518	752	1,126	808	870	441	318
1996	1,505	719	1,227	954	787	547	315

Source: Tokyo Metropolitan Government 1987-1997

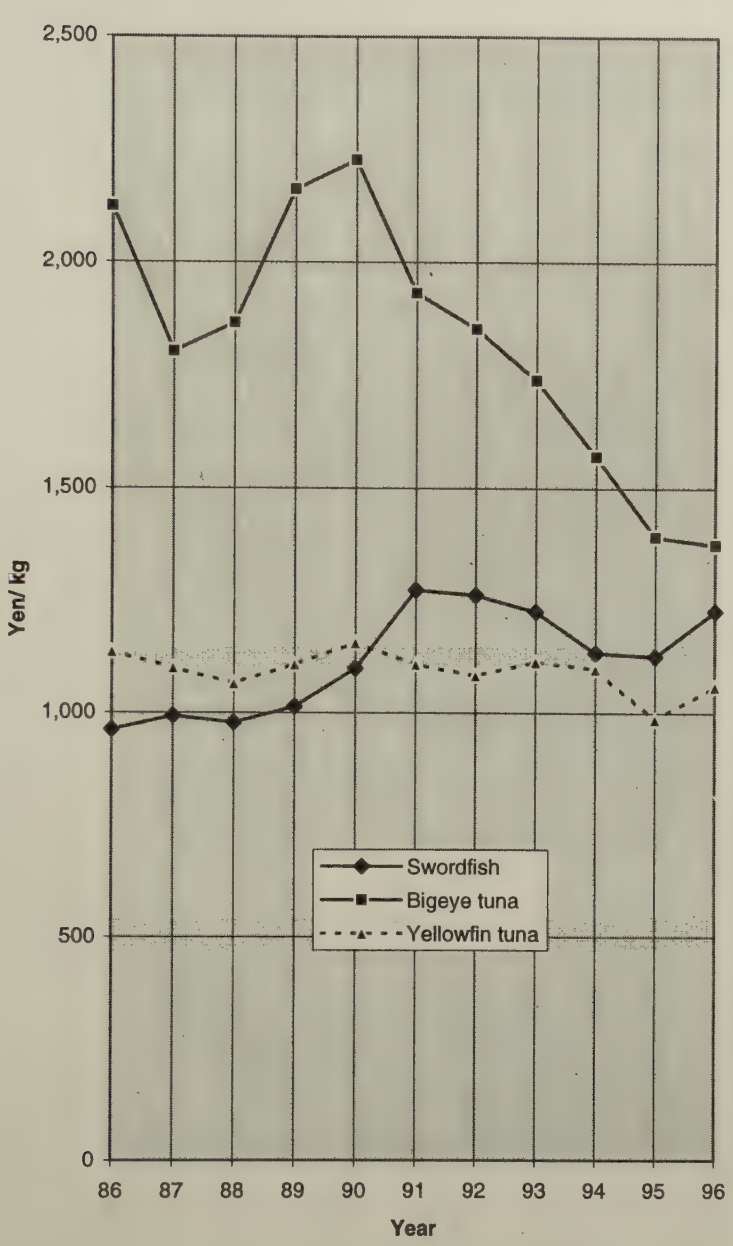


Figure 11. Annual average wholesale prices of fresh swordfish, bigeye tuna, and yellowfin tuna at Tokyo Central Wholesale Market, 1986-1996 (yen/kg). (Sources: Tokyo Metropolitan Government 1987-1997; Ministry of Agriculture, Forestry and Fisheries 1988-1997)

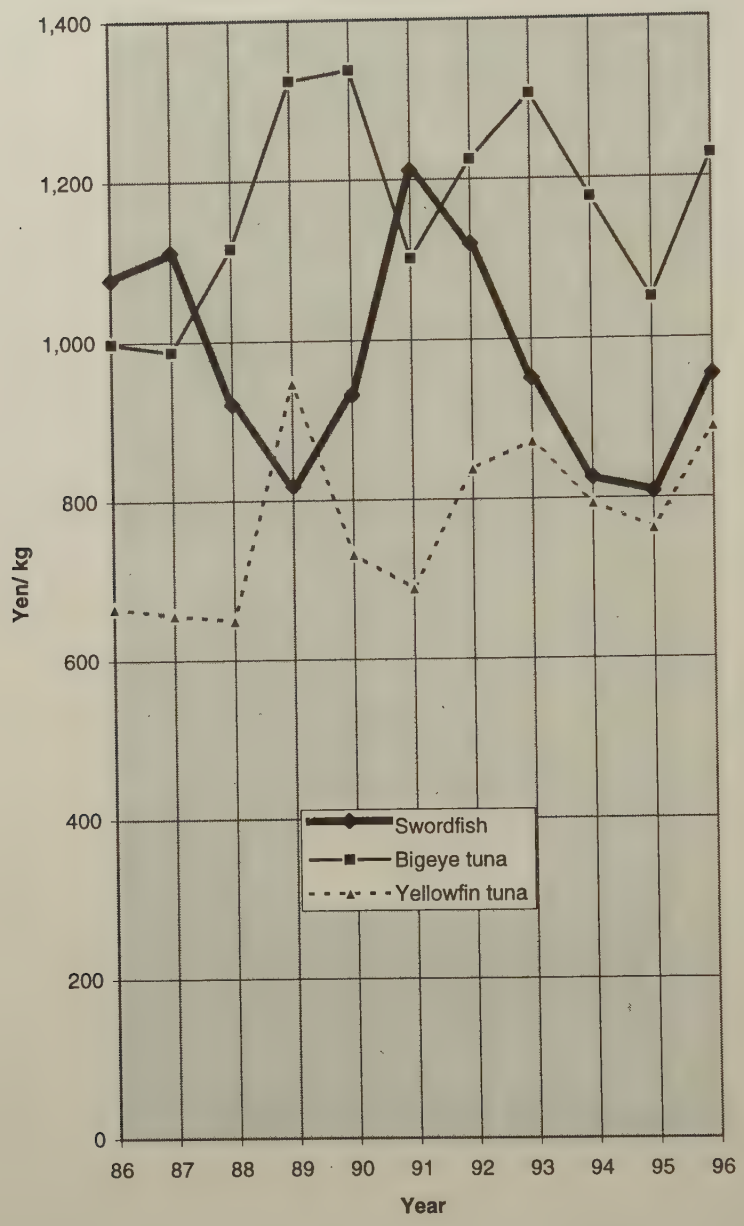


Figure 12. Annual average wholesale prices of frozen swordfish, bigeye tuna, and yellowfin tuna at Tokyo Central Wholesale Market, 1986-1996 (yen/kg). (Sources: Tokyo Metropolitan Government 1987-1997; Ministry of Agriculture, Forestry and Fisheries 1988-1997)

Table 15. Annual average wholesale prices of tuna by species at ten major central wholesale markets in Japan, 1983-1996 (yen/kg)*

Year	Bluefin tuna		Bigeye tuna		Yellowfin tuna	
	Fresh	Frozen	Fresh	Frozen	Fresh	Frozen
1983	2,200	3,240	2,057	1,070	1,169	782
1984	3,051	3,079	1,989	1,308	1,201	967
1985	2,827	2,998	1,881	1,113	1,097	830
1986	3,467	3,665	2,124	998	1,136	666
1987	2,975	3,450	1,803	987	1,100	657
1988	3,473	3,749	1,866	1,116	1,065	650
1989	3,680	4,754	2,162	1,324	1,108	947
1990	4,937	4,293	2,227	1,337	1,156	732
1991	3,841	3,914	1,932	1,102	1,108	689
1992	3,447	3,672	1,852	1,225	1,083	838
1993	3,246	3,896	1,739	1,306	1,114	872
1994	2,535	3,201	1,570	1,177	1,098	794
1995	2,597	2,733	1,392	1,058	986	762
1996	2,732	3,076	1,374	1,229	1,059	889

* - 1983-1990 average at 6 major central wholesale markets.

Source: Ministry of Agriculture, Forestry and Fisheries 1984-1997

Table 16. Monthly average wholesale prices of fresh swordfish at Tokyo Central Wholesale Market, 1986-1996 (yen/kg).

Month	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
January	954	949	985	1,065	1,037	1,276	1,166	1,089	1,099	1,140	1,159
February	877	940	921	967	978	1,093	1,311	1,178	1,114	1,034	1,193
March	960	1,016	972	1,048	1,054	1,351	1,324	1,361	1,164	1,175	1,259
April	960	956	993	1,008	1,065	1,306	1,258	1,198	1,221	1,265	1,341
May	954	953	954	957	1,026	1,238	1,217	1,227	1,201	1,185	1,211
June	975	1,021	975	1,049	1,090	1,216	1,334	1,310	1,060	1,050	1,188
July	1,016	1,077	999	957	1,164	1,230	1,043	1,255	1,013	932	986
August	909	961	939	864	1,096	1,394	1,397	1,124	1,149	1,013	1,231
September	996	1,051	908	953	1,228	1,411	1,512	1,309	1,056	1,196	1,257
October	958	1,008	959	1,238	1,504	1,498	1,192	1,274	1,298	1,449	1,343
November	1,045	1,065	1,094	1,173	1,329	1,342	1,499	1,286	1,201	1,297	1,514
December	1,022	1,063	1,129	1,154	1,316	1,199	1,279	1,196	1,178	1,156	1,290
Jan.-Dec.	962	993	978	1,014	1,099	1,273	1,262	1,225	1,134	1,126	1,227

Source: Tokyo Metropolitan Government 1987-1997

Table 17. Monthly sales volume of fresh swordfish at Tokyo Central Wholesale Market, 1986-1996 (metric tons).

Month	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
January	98	109	88	63	94	43	76	102	90	84	77
February	128	128	125	73	101	72	56	97	98	123	88
March	132	111	111	101	111	49	73	81	115	96	97
April	93	109	107	82	80	59	82	101	78	76	84
May	79	80	73	81	65	51	52	79	63	78	88
June	56	47	53	51	52	40	46	62	98	93	91
July	69	47	63	73	42	53	101	87	106	130	137
August	66	52	61	89	38	29	42	89	69	87	81
September	78	49	69	78	29	36	36	70	75	61	76
October	63	74	53	34	19	28	84	83	62	47	83
November	55	53	51	42	37	41	47	69	76	63	56
December	73	69	61	60	38	60	81	90	72	82	79
Jan.-Dec.*	1,006	925	890	881	706	561	775	1,010	1,003	1,022	1,036

* - may not add due to rounding.

Source: Tokyo Metropolitan Government 1987-1997

Table 18. Monthly average wholesale prices of frozen swordfish at Tokyo Central Wholesale Market, 1986-1996 (yen/kg).

Month	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
January	942	1,100	984	860	748	1,001	1,022	978	825	796	873
February	972	1,088	929	849	828	1,036	1,036	970	795	784	834
March	977	1,094	931	830	751	1,162	1,051	985	806	779	869
April	1,041	1,097	941	872	844	1,215	1,114	1,018	815	771	881
May	1,034	1,141	953	872	875	1,285	1,132	1,027	828	769	927
June	1,098	1,176	955	849	909	1,348	1,210	1,029	837	771	981
July	1,155	1,150	943	840	955	1,356	1,212	984	837	783	986
August	1,186	1,165	942	808	1,004	1,339	1,188	965	840	815	1,030
September	1,155	1,151	918	797	1,111	1,317	1,183	904	833	856	1,023
October	1,092	1,117	867	756	1,161	1,253	1,136	860	851	864	1,015
November	1,146	1,077	898	765	1,107	1,154	1,115	856	833	860	1,022
December	1,128	996	863	741	1,036	1,062	1,036	837	805	865	1,016
Jan.-Dec.	1,078	1,112	921	818	932	1,211	1,120	951	826	808	954

Source: Tokyo Metropolitan Government 1987-1997

Table 19. Monthly sales volume of frozen swordfish at Tokyo Central Wholesale Market, 1986-1996 (metric tons).

Month	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
January	410	321	317	363	410	350	282	265	308	312	308
February	429	397	398	406	440	341	351	291	332	333	392
March	545	637	651	610	604	406	402	392	406	393	379
April	760	594	487	561	557	400	411	379	387	397	397
May	448	394	393	443	510	390	386	320	392	414	394
June	397	372	431	491	513	355	368	365	418	404	402
July	409	371	421	471	481	338	344	375	349	372	381
August	355	311	400	481	430	321	290	320	342	327	371
September	802	625	691	490	462	354	357	387	371	391	371
October	783	761	915	577	558	451	334	365	374	370	372
November	457	422	367	526	402	322	314	353	361	358	354
December	451	388	457	499	418	364	332	327	344	324	339
Jan.-Dec.*	6,245	5,592	5,929	5,917	5,787	4,395	4,171	4,138	4,383	4,396	4,458

* - may not add due to rounding.

Source: Tokyo Metropolitan Government 1987-1997

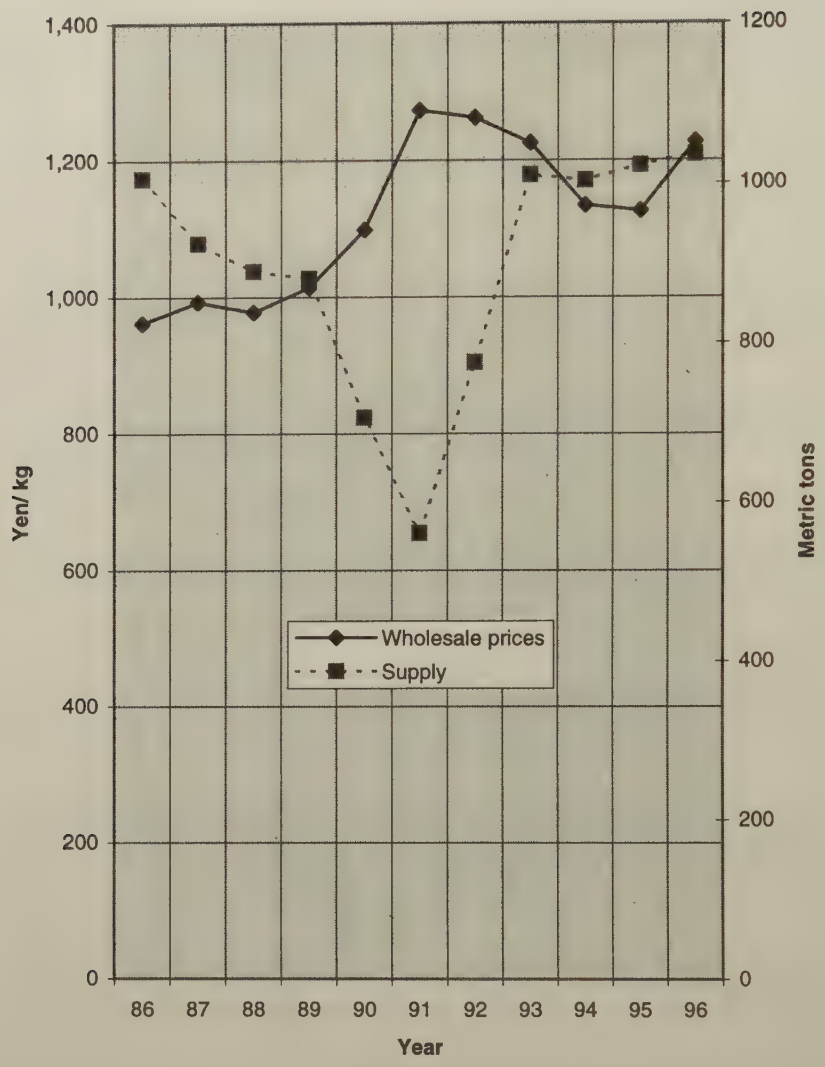
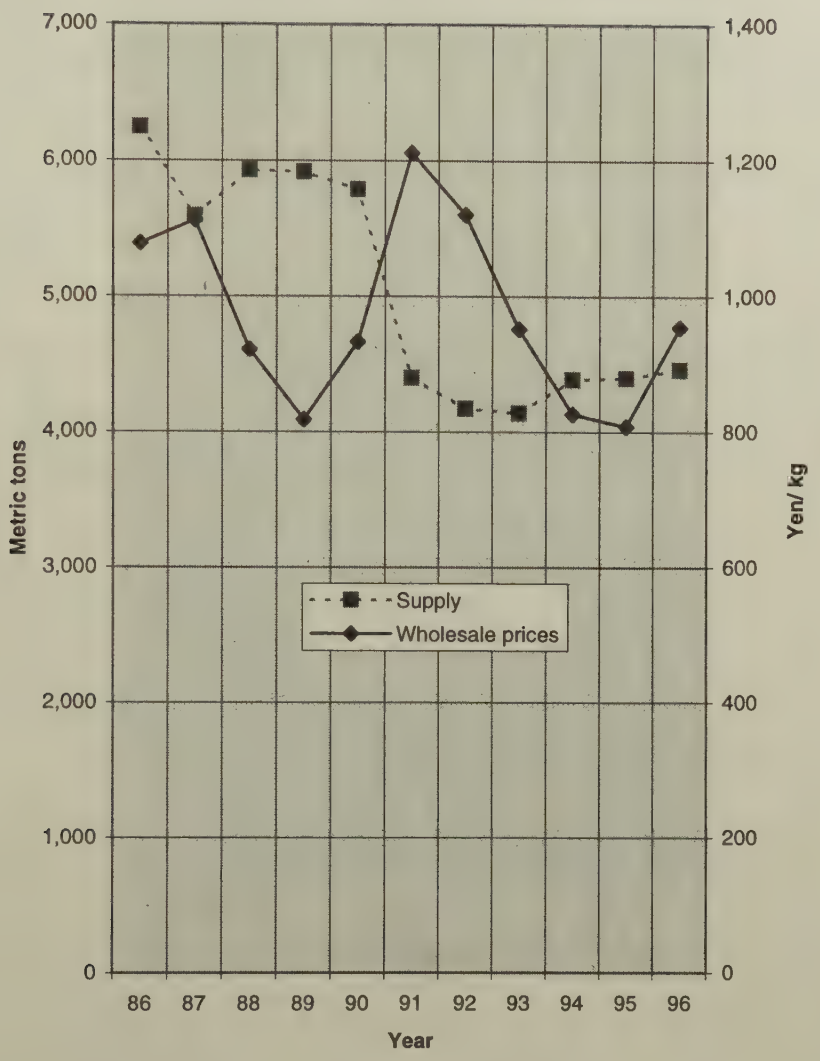


Figure 13. Annual average wholesale prices of fresh swordfish and supply of fresh swordfish at Tokyo Central Wholesale Market, 1986-1996. (Source: Tokyo Metropolitan Government 1987-1997)



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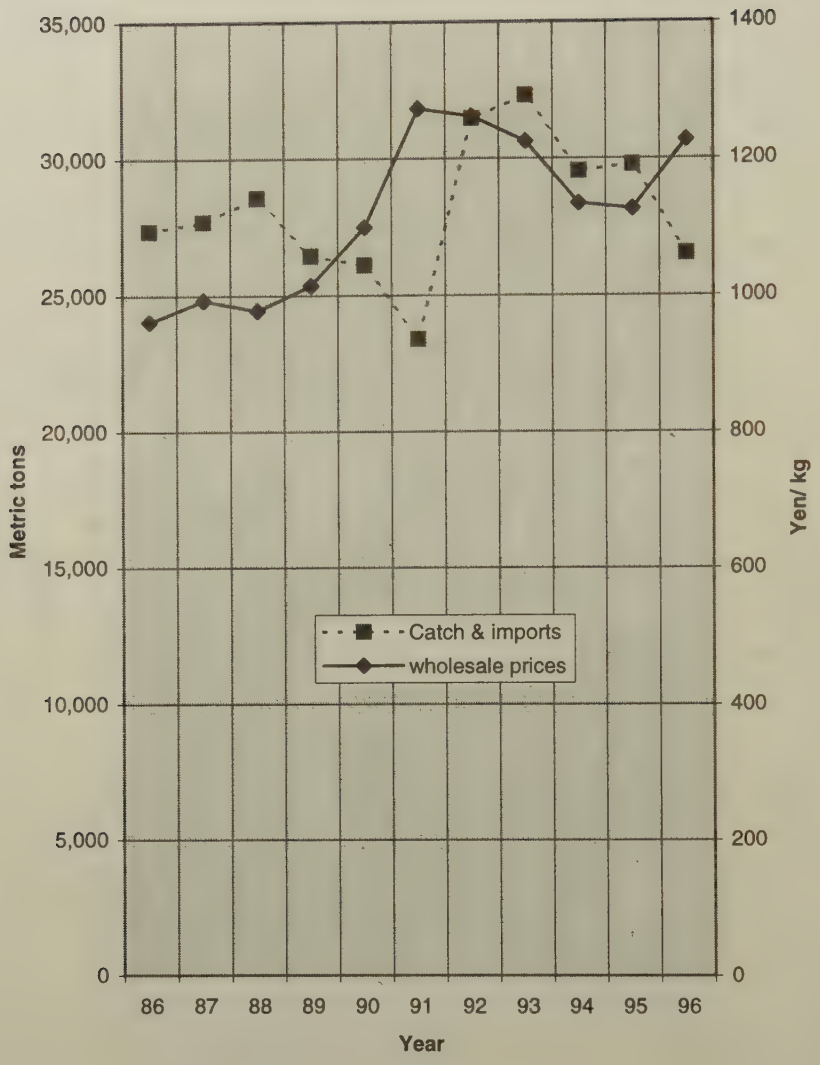
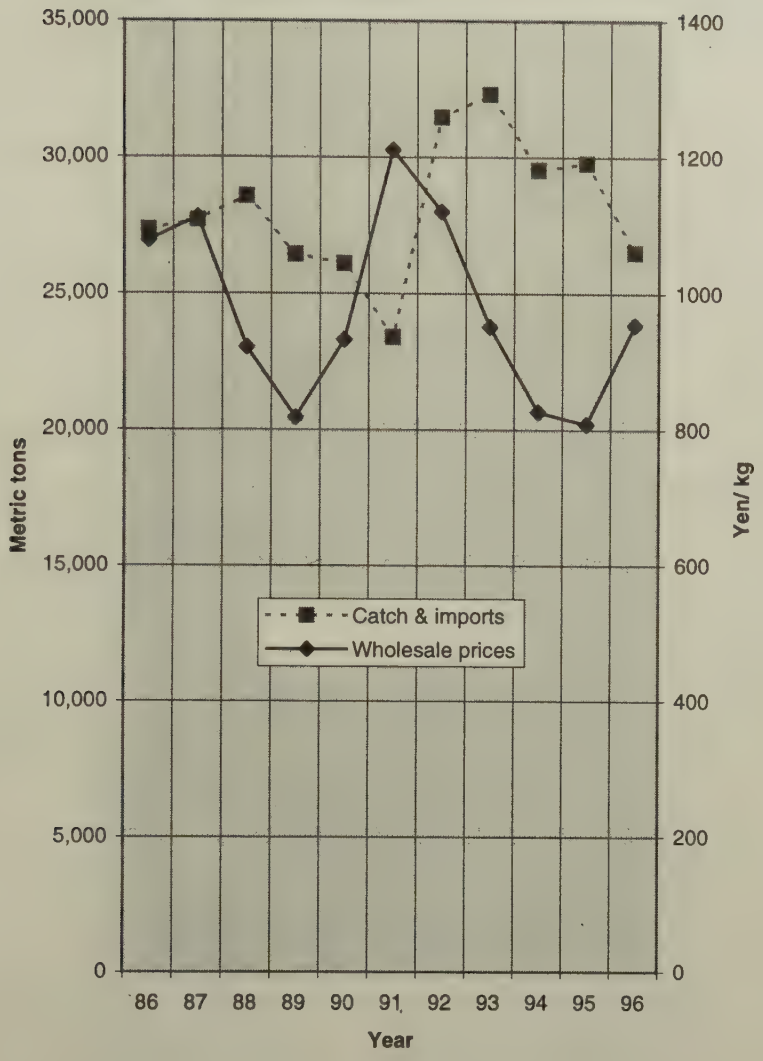


Figure 15. Annual average wholesale prices of fresh swordfish at Tokyo Central Wholesale Market and Japanese total supply (catch and imports) of swordfish, 1986-1996. (Sources: Tokyo Metropolitan Government 1987-1997; Ministry of Agriculture, Forestry and Fisheries 1997; FAO 1996, 1997; Japan Marine Products Importers Association 1987-1997)



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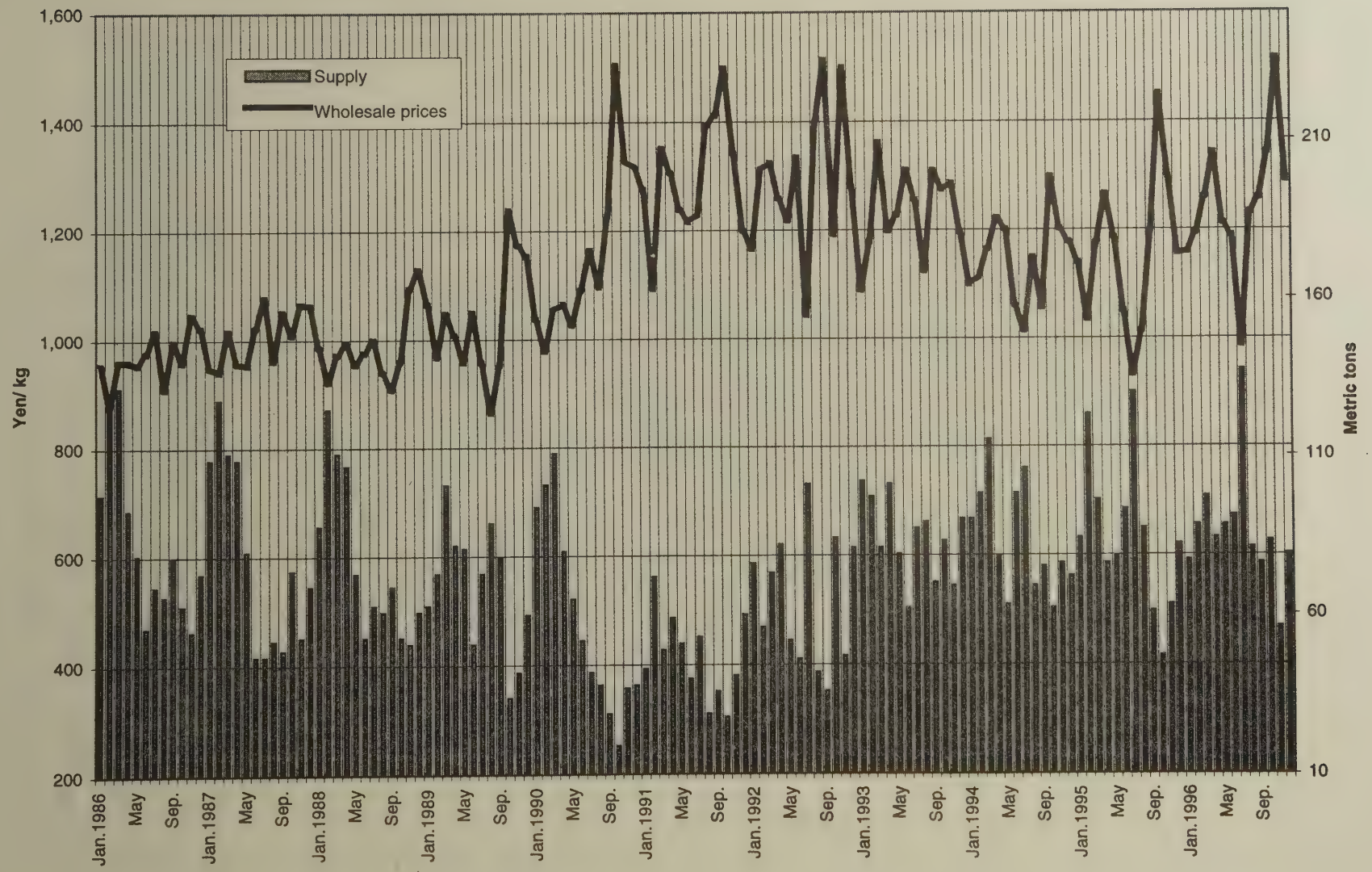

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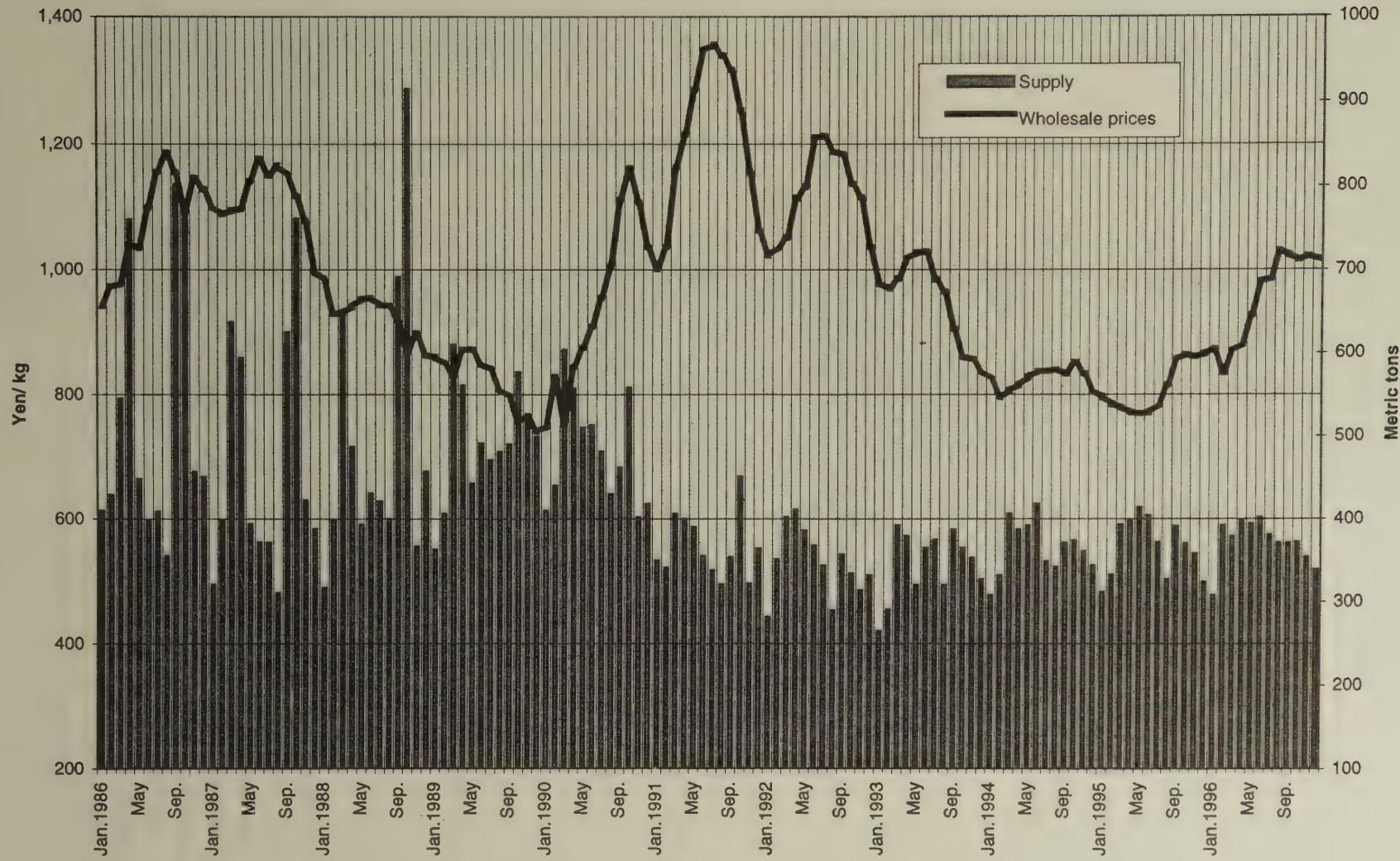

Figure 18. Monthly average wholesale prices of fresh swordfish and supply of frozen swordfish at Tokyo Central Wholesale Market, 1986-1996. (Source: Tokyo Metropolitan Government 1987-1997)

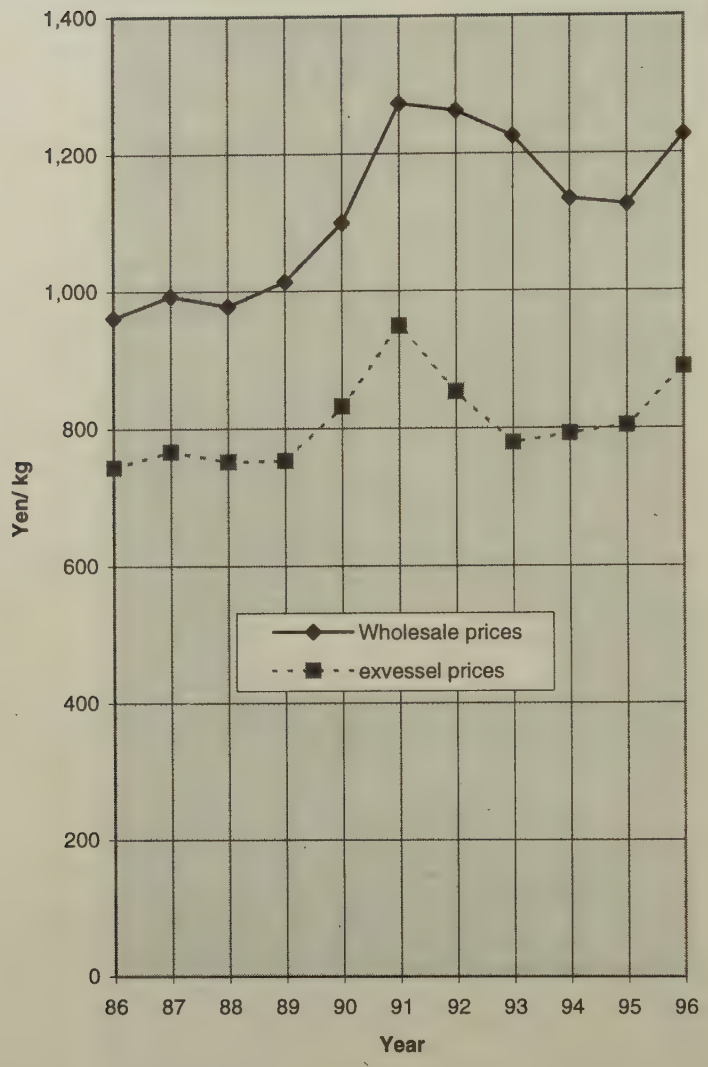

Figure 19. Annual average wholesale prices of fresh swordfish at Tokyo Central Wholesale Market and annual average exvessel prices at 51 major landing ports in Japan, 1986-1996 (yen/ kg). (Sources: Tokyo Metropolitan Government 1987-1997; Ministry of Agriculture, Forestry & Fisheries 1988-1977; Suisan Keizai Shinbun Sha 1997)

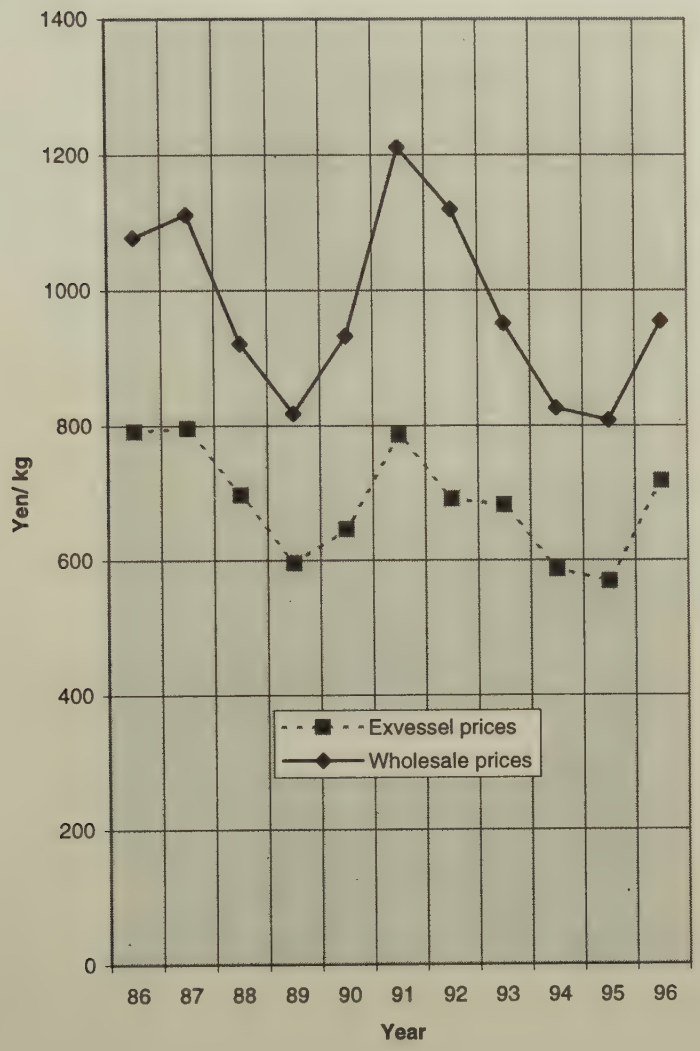

Figure 20. Annual average wholesale prices of frozen swordfish at Tokyo Central Wholesale Market and annual average exvessel prices at 51 major landing ports in Japan, 1986-1996 (yen/ kg). (Sources: Tokyo Metropolitan Government 1987-1997; Ministry of Agriculture, Forestry & Fisheries 1988-1977; Suisan Keizai Shinbun Sha 1997)

SUPPLY

Japan is the world's largest market for swordfish, taking an average of 28,262 mt of swordfish or 37 percent of the world's swordfish catches during 1986-1995 (Tables 1 and 20). Supply for this market comes from both domestic catch as well as imports. The percentage of the Japanese swordfish market supplied by imports has increased from 29 percent in 1970 to 47 percent in 1996.

CONSUMPTION

Swordfish is a popular fish in Japan. It is prepared in various ways for the table by the Japanese. The most popular dish is "sashimi," which typically consists of slices of raw seafood, served with soysauce and condiments. The fish is also consumed as "teriyaki" a dish made with fish, shellfish, or meat marinated in soy sauce and other flavorings, then grilled or broiled. Swordfish is sold as fresh and frozen steaks or fillets in department stores, supermarkets, and fish retailers.

Table 20. Japanese annual supply of swordfish, 1970-1996 (metric tons).

Year	Catch	Imports*	Supply	Supply % of world total
1970	20,800	8,605	29,405	72
1971	13,000	8,421	21,421	80
1972	13,300	8,083	21,383	76
1973	13,000	9,080	22,080	70
1974	12,616	9,336	21,952	85
1975	14,645	10,132	24,777	86
1976	17,105	11,414	28,519	87
1977	15,077	10,597	25,674	77
1978	16,116	11,388	27,504	69
1979	14,699	11,156	25,855	68
1980	14,675	8,509	23,184	62
1981	16,171	8,312	24,483	63
1982	16,071	7,545	23,616	55
1983	15,615	7,506	23,121	50
1984	17,147	6,552	23,699	45
1985	19,642	6,469	26,111	44
1986	18,352	8,982	27,344	45
1987	18,565	9,124	27,689	41
1988	20,705	7,862	28,567	35
1989	18,311	8,120	26,431	34
1990	18,043	8,056	26,099	35
1991	14,341	9,057	23,398	34
1992	21,152	10,316	31,468	39
1993	21,195	11,118	32,313	38
1994	19,776	9,749	29,525	35
1995	18,387	11,394	29,781	33
1996	14,000	12,506	26,506	NA**

* - Estimated, under the assumption that the ratio of imported swordfish to total imported billfish during January-June 1997 (53 percent in volume) also prevailed during 1970-1996.

NA** - Not available

Sources: FAO 1972, 1977, 1980, 1984, 1987, 1996
Ministry of Agriculture, Forestry and Fisheries 1997
Japan Marine Products Importers Association 1971-1997

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Appendix 1. Monthly average exchange rate applied to Japanese imports, 1976-1996 (yen/U.S. $1.00).

Month	1976	1977	1978	1979	1980	1981	1982
Jan.	305.50	292.64	240.73	195.98	237.68	203.99	221.36
Feb.	302.84	288.41	241.46	199.16	240.35	203.44	231.15
Mar.	301.50	282.49	236.94	203.39	247.44	207.80	237.03
Apr.	299.30	275.91	222.99	210.87	252.39	211.99	246.01
May	299.00	277.66	225.36	217.81	238.71	217.18	237.25
June	299.83	275.79	222.54	219.83	221.44	223.89	243.66
July	296.89	267.78	205.17	217.24	217.95	226.55	256.07
Aug.	292.81	265.70	191.18	216.13	224.85	236.35	257.18
Sep.	288.18	267.14	190.94	220.54	219.10	230.26	258.60
Oct.	288.43	261.78	187.76	225.41	210.18	229.15	268.14
Nov.	294.12	249.13	184.41	238.48	211.28	230.56	272.81
Dec.	295.68	241.87	196.54	244.62	212.85	218.15	250.33

Month	1983	1984	1985	1986	1987	1988	1989
Jan.	232.89	233.83	252.04	202.07	159.01	126.01	125.64
Feb.	237.03	233.98	256.66	193.53	152.70	128.57	128.49
Mar.	235.99	228.79	260.53	180.21	153.47	128.72	128.00
Apr.	238.61	225.10	254.49	178.62	146.97	125.64	132.12
May	235.43	227.48	251.36	167.08	139.91	124.76	133.78
June	238.48	231.56	250.26	169.29	142.58	125.23	143.06
July	239.93	238.69	246.22	163.17	147.81	131.40	141.60
Aug.	242.70	243.69	237.92	155.04	150.83	133.12	140.29
Sep.	244.80	243.02	239.20	154.66	143.02	134.21	145.10
Oct.	236.15	246.68	221.43	154.23	144.59	132.58	142.58
Nov.	234.22	244.08	209.32	160.34	138.52	125.36	142.67
Dec.	234.81	246.07	202.60	162.73	132.65	122.21	143.83

Month	1990	1991	1992	1993	1994	1995	1996
Jan.	144.36	135.27	126.21	124.66	111.79	100.25	104.49
Feb.	144.93	130.97	125.47	123.98	109.23	99.19	106.38
Mar.	148.61	134.02	130.46	117.95	105.04	94.49	105.32
Apr.	156.99	137.68	133.37	115.05	104.47	86.99	107.07
May	157.09	137.71	132.77	110.81	103.07	83.75	106.02
June	159.28	139.05	128.15	107.97	104.29	84.96	108.19
July	151.95	138.85	125.61	108.16	99.55	85.46	109.55
Aug.	148.90	137.00	126.99	105.38	99.57	90.73	107.84
Sep.	142.96	136.24	124.36	104.37	99.25	98.48	108.78
Oct.	133.82	131.72	121.03	105.79	98.97	100.88	110.99
Nov.	128.31	130.47	122.71	107.80	97.41	101.56	112.86
Dec.	130.86	129.14	124.11	108.35	99.22	101.51	112.70

Source: Japan Marine Products Importers Association 1977-1997

Appendix 2. Major Japanese seafood importers

COMPANY: **Active Foods K.K.**
ADDRESS: 9F Kanayararu Bldg.,4-8-4 Kumochi-cho
Chuo-ku, Kobe 651
PHONE: 078-231-2700
FAX: 078-231-1022
CONTACT: n/a
PRODUCTS: Frozen cuttlefish, shrimp, pomfret, crab

COMPANY: **Alpha Seafoods Co., Ltd.**
ADDRESS: 7F Moroi Bldg., 2-11-11 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3542-5522
FAX: 03-3542-5737
CONTACT: Akihide Takeuchi
PRODUCTS: Salmon roe, herring roe, other fish roe, frozen salmon

COMPANY: **Anyo Fisheries Co., Ltd.**
ADDRESS: 5F Yamada Aoyama Bldg., 2-10-6 Shibuya
Shibuya-ku, Tokyo 150
PHONE: 03-3406-0359
FAX: 03-3406-0853
CONTACT: n/a
PRODUCTS: Frozen Atka mackerel, black cod, cod, salmon, sea bream, sole, salmon roe, king crab, snow crab, lobster

COMPANY: **Benirei Corporation**
ADDRESS: 4-9-25 Shibaura
Minato-ku, Tokyo 108
PHONE: 03-3769-0031
FAX: 03-3769-0043
CONTACT: Mr. Kamada
PRODUCTS: Frozen black cod, bottomfish, butterfish, capeline, cod, flounder, halibut, herring, horse mackerel, mackerel, rockfish, salmon, saury, sole, capelin roe, herring roe, salmon roe, lobster, snow crab, swimming crab, cuttlefish, octopus, abalone

COMPANY: **Co-op Trade Japan Ltd.**
ADDRESS: Seikyo Kaikan 4F, 4-1-13 Sendagaya
Shibuya-ku, Tokyo 151
PHONE: 03-3796-6354
FAX: 03-3796-6366
CONTACT: Tatsuo Sekiya
PRODUCTS: Black cod, eel, herring, horse mackerel, mackerel, pollock, salmon, herring roe, pollock roe, salmon roe, shrimp, snow crab

COMPANY: **Daimaru Kogyo Ltd.**
ADDRESS: 2-18-11 Kiba
Koto-ku, Tokyo 135
PHONE: 03-3820-7123
FAX: 03-3820-7089
CONTACT: Haruji Fujimori
PRODUCTS: Black cod, butterfish, flounder, halibut, herring, salmon, smelt, sole, herring roe, pollack roe, salmon roe, shrimp, king crab, tanner crab, abalone, baby clam

COMPANY: **Eastern Products Co., Ltd.**
ADDRESS: 2-8-4 Kachidoki
Chuo-ku, Tokyo 104
PHONE: 03-3215-0371
FAX: 03-3215-0370
CONTACT: Kaoru Fukuda
PRODUCTS: Finfish, shrimp, cuttlefish, octopus

COMPANY: **Ebijo & Co., Ltd.**
ADDRESS: 6-23-5 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-5546-2800
FAX: 03-5546-2900
CONTACT: n/a
PRODUCTS: Herring, salmon, salmon roe, shrimp, lobster, cuttlefish, squid, oyster, scallop

COMPANY: **Ebino Daimaru Co., Ltd.**
ADDRESS: 6-7-21 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3541-7281
FAX: 03-3541-4959
CONTACT: Junichi Matsui
PRODUCTS: Shrimp, lobster, crawfish

COMPANY: **Gomeikaisha Aburamasa Shoten**
ADDRESS: 14-4 Hananocho
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-31-1230
FAX: 0832-22-0435
CONTACT: n/a
PRODUCTS: All fishery products

COMPANY: **Hanwa Co., Ltd., Tokyo**
ADDRESS: 1-13-10 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3544-2323
FAX: 03-3544-2050
CONTACT: Kazuo Yokota
PRODUCTS Black cod, capeline, herring, red fish, salmon, herring roe, shrimp, lobster, cuttlefish

COMPANY: **Happy World Inc.**
ADDRESS: Shibuya Happy Bldg.
6-19-14 Jingumae
Shibuya-ku, Tokyo 150
PHONE: 03-5466-4080
FAX: 03-5466-4108
CONTACT: n/a
PRODUCTS: Horse mackerel, salmon, tuna, shrimp, lobster, crab, seashell

COMPANY: **Hiro Seafoods Inc.**
ADDRESS: Akashicho Twin Cross, Rm 315, 1-3 Akashicho
Chuo-ku, Tokyo 104
PHONE: 03-3248-2317
FAX: 03-3248-6288
CONTACT: n/a
PRODUCTS: Salmon, flatfish, salmon roe

COMPANY: **Hohsui Corporation**
ADDRESS: Kyoei Bldg., 1-6-1 Hatchobori
Chuo-ku, Tokyo 104
PHONE: 03-3297-8181
FAX: 03-3297-8205
CONTACT: n/a
PRODUCTS: Black cod, butterfish, horse mackerel, herring, salmon, surimi, herring roe, pollack roe, salmon roe, shrimp, prawn, American lobster, rock lobster, king crab, tanner crab, fish meal, mackerel

COMPANY: **Hokkai Seafoods Co., Ltd.**
ADDRESS: 6-17-4 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3546-1261
FAX: 03-3546-1260
CONTACT: Koichi Yamamoto
PRODUCTS: Mullet roe, capeline, herring, mackerel, salmon, trout, capeline roe, herring roe, herring roe on kelp, pollock roe, salmon roe, trout roe, squid

COMPANY: **Hoko Fishing Co., Ltd.**
ADDRESS: 1-2-4 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3542-5644
FAX: 03-3545-2167
CONTACT: n/a
PRODUCTS: Flatfish, horse mackerel, mackerel, merluza, red fish, salmon, sea bream, fresh snapper, herring roe, pollack roe, salmon roe, shrimp, lobster, king crab, snow crab, cuttlefish, squid, octopus, surf clam

COMPANY: **Honami Bussan Co., Ltd.**
ADDRESS: 1-3-7 Izakicho
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-67-5670
FAX: 0832-66-2181
CONTACT: n/a
PRODUCTS: Live, fresh, frozen fishery products

COMPANY: **Icicle Seafoods (Japan) Ltd.**
ADDRESS: Kinsen Bldg., 2-14-8 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3545-4751
Fax: 03-3545-4767
CONTACT: Mr. Nakano
PRODUCTS: Black cod, halibut, herring, salmon, herring roe, salmon roe, king crab, tanner crab, imitation crab meat

COMPANY: **Itochu Corporation**
ADDRESS: 2-5-1 Kitaaoyama
Minato-ku, Tokyo 107
PHONE: 03-3497-6185
FAX: 03-3497-6186
CONTACT: Marine Products Dept.
PRODUCTS: Albacore, black cod, butterfish, capelin, halibut, herring, mackerel pike, marlin, redfish, saith, salmon, skipjack, smelt, tuna, yellowfin, caplein roe, herring roe, salmon roe, snow crab, cuttlefish, squid, octopus, canned tuna, canned mackerel, canned sardine

COMPANY: **Ito-Yokado**
ADDRESS: 4-1-4 Shibakoen
Minato-ku, Tokyo 105
PHONE: 03-3459-3304
FAX: 03-3434-8375
CONTACT: Yoshiyuki Yano
PRODUCTS: Rockfish, salmon, all seafood

COMPANY: **Kaioh Suisan Co., Ltd.**
ADDRESS: 2-6-7 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3543-6066
FAX: 03-3545-1689
CONTACT: Keisuke Aoyama
PRODUCTS: Cod, horse mackerel, pollock, plaice, rockfish, salmon, sole, tuna, surimi, cod roe, salmon roe, crab, cuttlefish, octopus, pollock roe

COMPANY: **Kanekyo-Sanyu Reizo Co., Ltd.**
ADDRESS: Kachidoki Shuhan Bldg., 7-10-10 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3543-5318
FAX: 03-3545-6071
CONTACT: n/a
PRODUCTS: All fishery products

COMPANY: **Kanematsu Corporation**
ADDRESS: 1-2-1 Shibaura
Minato-ku, Tokyo 105-05
PHONE: 03-5440-9530
FAX: 03-5440-6554
CONTACT: Meat & Marine Product Dept.
PRODUCTS: Eel, salmon, snapper, shrimp, lobster, crab, cuttlefish, squid, other fish

COMPANY: **Kasho Co., Ltd., Tokyo**
ADDRESS: 2-14-9 Nihonbashi
Chuo-ku, Tokyo 103
PHONE: 03-3276-7630
FAX: 03-3278-8280
CONTACT: Provisions, Meats & Marine Products Section
PRODUCTS: Sillago, salmon, shrimp, lobster, crab, cuttlefish, squid, abalone, clam, loco, fish roe

COMPANY: **Kawaei Shokai Co., Ltd.**
ADDRESS: 1-16-2 Yamatomachi
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-66-7557
FAX: 0832-66-7557
CONTACT: n/a
PRODUCTS: Pollock roe, cuttlefish, dried squid, other fish

COMPANY: **Kawamoto Shoji Co., Ltd.**
ADDRESS: 1-10-13 Yamatomachi
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-67-1321
FAX: 0832-67-1322
CONTACT: n/a
PRODUCTS: All fishery products

COMPANY: **Kawasho Corporation**
ADDRESS: 2-7-1 Ohtemachi
Chiyoda-ku, Tokyo 100-70
PHONE: 03-5203-5232
FAX: 03-5203-5386
CONTACT: Food Stuff Dept.
PRODUCTS: flatfish, red fish, salmon, herring roe, salmon roe, shrimp, squid

COMPANY: **Kin Nan Shoji Co., Ltd.**
ADDRESS: 1-16-1 Yamatomachi
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-67-7121
FAX: 0832-66-3224
CONTACT: n/a
PRODUCTS: Fresh and frozen shellfish from S. Korea

COMPANY: **Kinsho-Mataichi Corporation**
ADDRESS: 2 Shuwa Shinkawa Bldg., 1-24-1 Shinkawa
Chuo-ku, Tokyo 104
PHONE: 03-3297-7270
FAX: 03-3297-7398
CONTACT: n/a
PRODUCTS: Cod, mackerel, sole, shrimp, cuttlefish, frozen salmon

COMPANY: **Nogami Shoten**
ADDRESS: 4-12-30 Nishiyamacho, Hikoshima
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-67-7435
FAX: 0832-67-8392
CONTACT: n/a
PRODUCTS: Mackerel, pollock roe, cuttlefish, squid, shrimp, adductors of shellfish

COMPANY: **K.K. Ryosui (Diamond Seafoods Co., Ltd.)**
ADDRESS: 1-8-8 Shinkawa
Chuo-ku, Tokyo 104
PHONE: 03-5541-3207
FAX: 03-5541-3261
CONTACT: n/a
PRODUCTS: Capelin, herring, king clip, merluza, red snapper, salmon, trout, capeline roe, herring roe, salmon roe, trout roe, shrimp, arctic shrimp, lobster, crab, cuttlefish, squid, octopus

COMPANY: **Kosei Trading Ltd.**
ADDRESS: Togeki Bldg., 4-1-1 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-5565-5661
FAX: 03-5565-5660
CONTACT: n/a
PRODUCTS: Bottom fish, herring, salmon, fish roe

COMPANY: **Kyoei Suisan Co., Ltd.**
ADDRESS: 402 Kyorin Bldg., 9-6 Hananocho
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-34-2615
FAX: 0832-35-9894
CONTACT: n/a
PRODUCTS: Horse mackerel, mackerel, merluza, pollock roe

COMPANY: **Kyokuyo Co., Ltd.**
ADDRESS: 2-1-2 Marunouchi
Chiyoda-ku, Tokyo 100
PHONE: 03-3211-0151
FAX: 03-3211-0196
CONTACT: n/a
PRODUCTS: Black cod, bottomfish, capeline, herring, red fish, salmon, surimi, herring roe, salmon roe, shrimp, lobster, crab, cuttlefish, squid, octopus, tanner crab, fishmeal

COMPANY: **Kyoritsu Shoji Co., Ltd.**
ADDRESS: No. 210, 3-2-7 Buzendacho
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-31-1777
FAX: 0832-22-0262
CONTACT: n/a
PRODUCTS: Frozen and salted fish, seaweed

COMPANY: **Marubeni Corporation**
ADDRESS: 1-4-2 Ohtemachi
Chiyoda-ku, Tokyo 100
PHONE: 03-3282-4752
FAX: 03-3282-9654
CONTACT: Marine Products Dept.
PRODUCTS: Herring, red fish, salmon, tuna, surimi, shrimp, crab, cuttlefish, squid, Pacific cod

COMPANY: **Marudai Sato Suisan Corp.**
ADDRESS: 3-20, 6-chome 3-jo, Nijuyonken
Nishi-ku, Sapporo 063
PHONE: 011-621-6111
FAX: 011-642-9274
CONTACT: Yoshiharu Ota
PRODUCTS: Salmon, crab, sea urchin

COMPANY: **Maruha Corporation**
1-1-2 Otemachi
Chiyoda-ku, Tokyo 100
PHONE: 03-3216-0945
FAX: 03-3216-0848
CONTACT: n/a
PRODUCTS: Capelin, black cod, bottom fish, butterfish, cod, flounder, hake, herring, horse mackerel, pollock, salmon, skipjack, snapper, tuna, shrimp, lobster, crab, cuttlefish, squid, octopus, abalone, perna, hake

COMPANY: **Marukyo Cooperative Ltd.**
ADDRESS: 2-8-2 Sakanamachi
Ishinomaki, Miyagi 985
PHONE: 0225-93-2311
FAX: 0225-96-2158
CONTACT: n/a
PRODUCTS: Bottomfish, salmon, fish eggs

COMPANY: **Marutaka Co., Ltd.**
ADDRESS: 1-2-8 Yamatocho
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-66-4106
FAX: 0832-67-3019
CONTACT: n/a
PRODUCTS: All fishery products

COMPANY: **Matsuoka Co., Ltd.**
ADDRESS: 1-10-12, Higashi-yamatomachi
Shimonoseki, Yamaguchi 750
PHONE: 0832-67-5566
FAX: 0832-67-5286
CONTACT: n/a
PRODUCTS: Black cod, eel, mackerel, red fish, sea bream, Spanish mackerel, tuna, surimi, herring roe, pollack roe, salmon roe, shrimp, lobster, crab, cuttlefish, squid, octopus, dried squid, shells, seaweed

COMPANY: **Matsuyama Co., Ltd.**
ADDRESS: 11-39 Hananocho
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-34-4131
FAX: 0832-34-4138
CONTACT: n/a

COMPANY: **Meiwa Trading Co., Ltd.**
ADDRESS: 3-3-1 Marunouchi
Chiyoda-ku, Tokyo 100
PHONE: 03-3240-9390
FAX: 03-3240-9560
CONTACT: Agricultural & Marine Products Dept.
PRODUCTS: Albacore, croaker, capeline, eel, grouper, hairtail, horse mackerel, salmon, sea bream, skipjack, shark, spanish mackerel, swordfish, tuna, flyingfish eggs, herring roe, salmon roe, shrimp, lobster, crab, cuttlefish, squid, octopus, hard clam, shortneck clam, top shell, jelly fish, sea urchin, shark fin

COMPANY: **Mitsubishi Corporation**
ADDRESS: 2-3-1 Marunouchi
Chiyoda-ku, Tokyo 100-86
PHONE: 03-3210-6705
FAX: 03-3210-6726
CONTACT: Marine Products Dept.
PRODUCTS: Capeline, herring, salmon, snapper, tuna, surimi, herring roe, salmon roe, shrimp, lobster, crab, cuttlefish, squid, octopus, mullet roe, Pacific cod

COMPANY: **Mitsui & Co., Ltd.**
ADDRESS: 1-2-1 Ohtemachi
Chiyoda-ku, Tokyo 100
PHONE: 03-3285-6020
FAX: 03-3285-9909
CONTACT: Marine Products Div.
PRODUCTS: Capeline, herring, marlin, red snapper, salmon, skipjack, tuna, surimi, herring roe, salmon roe, shrimp, lobster, king crab, cuttlefish, squid, octopus

COMPANY: **Miyoshi Trading Co., Ltd.**
ADDRESS Ochiai Bldg. 2F, 7-10-7 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3546-8225
FAX: 03-3546-8227
CONTACT: Koichi Hashimoto
PRODUCTS: Black cod, red fish, salmon, shrimp, crab, Pacific halibut, turbot, rock sole, frozen cod, others

COMPANY: **New Toyo Seafoods Co., Ltd.**
ADDRESS: Ishikawa Bldg., 2-20-1 Misakicho
Chiyoda-ku, Tokyo 101
PHONE: 03-3262-4408
FAX: 03-3263-6947
CONTACT: Tammoy Bannerji
PRODUCTS: Black cod, cod, pomfret, red snapper, herring roe, shrimp, lobster, scampi, cuttlefish, squid, octopus

COMPANY: **Nichimen Corporation**
ADDRESS: 4-23-1 Shiba
Minato-ku, Tokyo 108
PHONE: 03-5446-1207
FAX: 03-5446-1239
CONTACT: Marine Products Dept.
PRODUCTS: Herring, lady fish, salmon, sea-trout, tuna, shrimp, lobster, crab, cuttlefish, squid, abalone

COMPANY: **Nichirei Corporation**
ADDRESS: 6-19-20 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3248-2222
FAX: 03-3248-2159
CONTACT: Marine Products Div.
PRODUCTS: Bottomfish, capeline, herring, red fish, salmon, smelt, tuna, surimi, herring roe, salmon roe, shrimp, prawn, lobster, crab, cuttlefish, squid

COMPANY: **Nichiro Corporation**
ADDRESS: 1-12-1 Yurakucho
Chiyoda-ku, Tokyo 100
PHONE: 03-3240-6353
FAX: 03-3287-2326
CONTACT: n/a
PRODUCTS: Herring, merluza, red fish, salmon, sea bream, sea trout, tuna, herring roe, salmon roe, shrimp, crab, cuttlefish, squid, fish feed

COMPANY: **Nikkan Marine Products Import Association**
ADDRESS: 4-16-4 Daigakucho
Shimonoseki, Yamaguchi Pref. 751
PHONE: 0832-52-1441
FAX: 0832-52-1441
CONTACT: n/a
PRODUCTS: Fresh and frozen fish and shellfish

COMPANY: **Nippon Suisan Kaisha, Ltd.**
ADDRESS: 2-6-2 Otemachi
Chiyoda-ku, Tokyo 100
PHONE: 03-3244-7210
FAX: 03-3244-7269
CONTACT: n/a
PRODUCTS: Black cod, flounder, halibut, herring, horse mackerel, mackerel, pollock, red fish, salmon, trout, tuna, herring roe, pollock roe, salmon roe, surimi, shrimp, prawn, lobster, crab, cuttlefish, squid, octopus, shellfish, fish meal, fish oil

COMPANY: **Nippon Trading Co., Ltd.**
ADDRESS: 3-17-1 Soyamacho
Kita-ku, Kobe 651-11
PHONE: 078-594-4711
FAX: 078-594-4811
CONTACT: n/a
PRODUCTS: Horse mackerel, mackerel, pollock roe, cuttlefish, squid, adductors of shellfish

COMPANY: **Nissho Iwai Corporation**
ADDRESS: 2-4-5 Akasaka
Minato-ku, Tokyo 107
PHONE: 03-3588-3991
FAX: 03-3588-4860
CONTACT: Marine Products Dept.
PRODUCTS: Tuna, shrimp, lobster, crab, cuttlefish, squid, octopus, sharkfin

COMPANY: **Nomura Trading Co., Ltd.**
ADDRESS: 1-7-8 Higashikanda
Chiyoda-ku, Tokyo 101
PHONE: 03-5821-1520
FAX: 03-5821-1258
CONTACT: Tokyo Marine Prod. Dept.
PRODUCTS: Black cod, butterfish, capeline, dab, flounder, herring, horse mackerel, mackerel, red fish, salmon, scad, sea trout, sillago, smelt, witch flounder, capeline roe, cod roe, herring roe, pollack roe, salmon roe, red shrimp, shrimp, lobster, crab, cuttlefish, squid, octopus, abalone, clam, top shell

COMPANY: **Nosui Co., Ltd.**
ADDRESS: 3-2-1 Tamagawa
Fukushima-ku, Osaka 553
PHONE: 06-443-8653
FAX: 06-443-8655
CONTACT: n/a
PRODUCTS: Black cod, horse mackerel, salmon, Spanish mackerel, herring roe, salmon roe, shrimp, crab, cuttlefish, octopus

COMPANY: **Nozaki & Co., Ltd.**
ADDRESS: 2-2-6 Nihonbashi-bakurocho
Chuo-ku, Tokyo 103-91
PHONE: 03-5641-4351
FAX: 03-5641-4397
CONTACT: Kazuhiro Yamaguchi
PRODUCTS: Black cod, bottomfish, capeline, pomfret, mackerel, red fish, salmon, sea trout, tuna, capeline roe, herring roe, salmon roe, shrimp, lobster, crab, cuttlefish, squid, octopus, abalone, top shell, sea urchin, feed sardine

COMPANY: **Okaya & Co., Ltd.**
ADDRESS: Shinmaru Bldg., 1-5-1 Otemachi
Chiyoda-ku, Tokyo 100
PHONE: 03-3214-8732
FAX: 03-3214-8738
CONTACT: Mr. Uchiyama
PRODUCTS: Bottomfish, salmon, herring, herring roe, salmon roe, shrimp, lobster, crab

COMPANY: **Okura & Co., Ltd.**
ADDRESS: Okura-bekkan Bldg., 3-4-1 Ginza
Chuo-ku, Tokyo 104
PHONE: 03-3566-6585
FAX: 03-3566-2873
CONTACT: Yasuo Horiuchi
PRODUCTS: Black cod, capeline, flounder, halibut, herring, horse mackerel, mackerel, ocean perch, red fish, rock sole, salmon, sea trout, smelt, capeline roe, herring roe, salmon roe, shrimp, king crab, snow crab

COMPANY: **Pegasus Foods Japan, Inc.**
ADDRESS: Suisan Kaikan 1F, 5-9 Toyomicho
Chuo-ku, Tokyo 104
PHONE: 03-3532-1031
FAX: 03-3532-1479
CONTACT: Yuko Takahashi
PRODUCTS: Bottomfish, salmon, crab, cuttlefish, fish roe, flatfish, sea urchin

COMPANY: **Royal Greenland Japan Ltd.**
ADDRESS: 1-16-14 Shinkawa
Chuo-ku, Tokyo 104
PHONE: 03-3551-1130
FAX: 03-3551-2351
PRODUCTS: Frozen fish, shellfish

COMPANY: **Sanwa Trading Co., Ltd.**
ADDRESS: 1-14-1 Hikoshima-oimachi
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-67-6996
FAX: 0832-66-4341
CONTACT: n/a

COMPANY: **Sanyo Trading Co., Ltd.**
ADDRESS: 2-11 Kanda-nishikicho
Chiyoda-ku, Tokyo 101
PHONE: 03-3233-5882
FAX: 03-3233-4158
CONTACT: n/a
PRODUCTS: Fish, shrimp, crab, cuttlefish, clam, agar agar

COMPANY: **Schooner Trading Corporation**
ADDRESS: Tomizen Bldg., 2-11-4 Ginza
Chuo-ku, Tokyo 104
PHONE: 03-3545-6301
FAX: 03-3545-8670
CONTACT: n/a
PRODUCTS: Capeline, flatfish, herring, mackerel, red fish, herring roe, shrimp, crab, squid

COMPANY: **Shibamoto & Co., Ltd.**
ADDRESS: 1-1-12 Minato
Chuo-ku, Tokyo 104
PHONE: 03-3552-4231
FAX: 03-3552-4877
CONTACT: n/a
PRODUCTS: Black cod, red snapper, salmon, herring roe, salmon roe, shrimp, cuttlefish

COMPANY: **Shin Nihon Global Inc.**
ADDRESS: SK Bldg. 3F, 1-13-19 Shintomi
Chuo-ku, Tokyo 104
PHONE: 03-3555-3600
FAX: 03-3555-3601
CONTACT: n/a
PRODUCTS: Black cod, flounder, herring, mackerel, red fish, salmon, herring roe, salmon roe, shrimp, all crab species, sea urchin

COMPANY: **Sumikin Bussan Kaisha Ltd.**
ADDRESS: 8-5-27 Akasaka
Minato-ku, Tokyo 107
PHONE: 03-5412-5080
FAX: 03-5412-5178
CONTACT: Food Products Dept.
PRODUCTS: Salmon, tuna, shrimp, lobster, cuttlefish, squid, sea urchin, shells

COMPANY: **Sumitomo Corporation (SC Foods Co., Ltd.)**
ADDRESS: Kandabashi Yasuda Bldg., 1-1 Kanda-nishikicho
Chiyoda-ku, Tokyo 101
PHONE: 03-3219-3030
FAX: 03-3219-3045
CONTACT: n/a
PRODUCTS: Black cod, bottomfish, butterfish, herring, ladyfish, ocean perch, salmon, smelt, herring roe, salmon roe, shrimp, lobster, scampi, crab, cuttlefish, squid, abalone

COMPANY: **Taito Seiko Co., Ltd.**
ADDRESS: Imaasa Bldg., 1-1-21 Higashi-shimbashi
Minato-ku, Tokyo 105
PHONE: 03-3572-3235
FAX: 03-3571-7881
CONTACT: n/a
PRODUCTS: Capeline, herring, red fish, tuna, fish roe, squid, others

COMPANY: **Taiyo A & F Co., Ltd.**
ADDRESS: 2-1-1 Uchisaiwaicho
Chiyoda-ku, Tokyo 101
PHONE: 03-3506-5384
FAX: 03-3591-3575
CONTACT: n/a
PRODUCTS: All fishery products

COMPANY: **Takaei Trading Co., Ltd.**
ADDRESS: 6-17-4 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3542-4791
FAX: 03-3542-4794
CONTACT: n/a
PRODUCTS: Marlin, shark, skipjack, swordfish, tuna

COMPANY: **Takeichi & Co., Ltd.**
ADDRESS: Fujimoto Bldg. 2F, 3-12-6 Nihonbashi-kayabacho
Chuo-ku, Tokyo 103
PHONE: 03-3669-9252
FAX: 03-3669-3540
CONTACT: Ms. Hiromi Kawada
PRODUCTS: Butterfish, herring, mackerel, red fish, herring roe, shrimp, lobster, crab, squid, Pacific cod, frozen salmon, salmon roe, salmon eggs

COMPANY: **The Marine Foods Corporation**
ADDRESS: 5-33-7 Shiba
Minato-ku, Tokyo 108
PHONE: 03-3452-8111
FAX: 03-3452-8589
CONTACT: n/a
PRODUCTS: Cod, pollock, salmon, surimi, salmon roe, shrimp, cuttlefish, squid, octopus, abalone, scallop, top shell, jelly fish, seaweed

COMPANY: **Toa Suisan Co., Ltd.**
ADDRESS: 1-4-20 Hananocho
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-31-0241
FAX: 0832-31-0241
CONTACT: n/a
PRODUCTS: Cuttlefish, squid

COMPANY: **Toei Reefer Line, Ltd.**
ADDRESS: Shibakoen Koike Bldg., 3-5-5 Shiba
Minato-ku, Tokyo 105
PHONE: 03-5476-2085
FAX: 03-5476-2090
CONTACT: n/a
PRODUCTS: Tuna, squid

COMPANY: **Tohto Suisan Co., Ltd.**
ADDRESS: 5-2-1 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-3541-5264
FAX: 03-3541-6239
CONTACT: Shoichi Kobayashi
PRODUCTS: Fresh and frozen fish, salted fish roe

COMPANY: **Toko Industrial Co., Ltd.**
ADDRESS: 1-2-5 Higashi-yamatomachi
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-67-2385
FAX: 0832-67-0100
CONTACT: n/a
PRODUCTS: All fishery products

COMPANY: **Tokusui Co., Ltd.**
ADDRESS: Tokyo Suisan Bldg. 5F, 4-18 Toyomicho
Chuo-ku, Tokyo 104
PHONE: 03-3533-5131
FAX: 03-3533-5173
CONTACT: n/a
PRODUCTS: Black cod, butterfish, salmon, tuna, shrimp, crab, clam

COMPANY: **Tokusi Trading Corporation**
ADDRESS: Tokyo Suisan Bldg. 5F, 4-18 Toyomicho
Chuo-ku, Tokyo 104
PHONE: 03-3531-8165
FAX: 03-3531-8167
CONTACT: n/a
PRODUCTS: Tuna

COMPANY: **Tokyo Commercial Co., Ltd.**
ADDRESS: 8-15 Toyomicho
Chuo-ku, Tokyo 104
PHONE: 03-3534-1301
FAX: 03-3532-9420
CONTACT: Kosuke Sakai
PRODUCTS: Black cod, blue fish, flounder, marlin, mackerel, ocean perch, red snapper, sea bream, shark, sole, tuna, lobster, crab, cuttlefish, mongo-ika, squid, abalone, octopus, blowfish

COMPANY: **Tokyo Seafoods Ltd.**
ADDRESS: Saiesta Bldg. 5F, 2-14-5 Tsukiji
Chuo-ku, Tokyo 104
PHONE: 03-5565-3511
FAX: 03-5565-3524
CONTACT: Yasuo Tajima
PRODUCTS: Black cod, herring, horse mackerel, mackerel, red fish, salmon, tuna, cod roe, herring roe, salmon roe, shrimp, crab, cuttlefish, squid, octopus

COMPANY: **Tomen Corporation**
ADDRESS: Kokusai Shin-akasaka Bldg., 6-1-20 Akasaka
Minato-ku, Tokyo 107
PHONE: 03-3588-6905
FAX: 03-3588-9996
CONTACT: Marine Product Dept.
PRODUCTS: Capeline, flounder, herring, horse mackerel, mackerel, red fish, red snapper, salmon, sole, capeline roe, herring roe, herring roe on kelp, salmon roe, shrimp, lobster, crab, cuttlefish, squid, octopus, abalone, geoduck, jellyfish, sea urchin

COMPANY: **Tomen Suisan Co., Ltd.**
ADDRESS: 4-14-11 Ginza
Chuo-ku, Tokyo 104
PHONE: 03-3542-3721
FAX: 03-3546-9018
CONTACT: n/a
PRODUCTS: Salmon, shrimp, squid

COMPANY: **Tosho Co., Ltd.**
ADDRESS: 1-2-8 Yamatomachi
Shimonoseki, Yamaguchi Pref. 750
PHONE: 0832-66-5141
FAX: 0832-66-5142
CONTACT: n/a
PRODUCTS All fishery products

COMPANY: **Toshoku Ltd.**
ADDRESS: 2-4 Nihonbashi Muromachi
Chuo-ku, Tokyo 103
PHONE: 03-3245-2184
FAX: 03-3245-2393
CONTACT: Marine Products Group
PRODUCTS: Tuna, squid, nori, wakame

COMPANY: **Toshoku Seafoods Ltd.**
ADDRESS: Shinmuromachi Bldg. 8F
2-4-3 Nihonbashi-muromachi
Chuo-ku, Tokyo 103
PHONE: 03-3245-2171
FAX: 03-3245-2170
CONTACT: Kiwamu Moriguchi
PRODUCTS: Black cod, herring, horse mackerel, mackerel, red snapper, salmon, tuna, herring roe, salmon roe, shrimp, lobster, crab, squid, Pacific cod

COMPANY: **Towa Foods Co., Ltd.**
ADDRESS: 2-1 North 3, East 3-jo
Nishishoro, Shiranuka-cho
Shiranuka-gun, Hokkaido 088-05
PHONE: 01547-5-2014
FAX: 01547-5-2329
CONTACT: n/a
PRODUCTS: Herring, salmon, herring roe, salmon roe, ikura

COMPANY: **Toyo Suisan Kaisha, Ltd.**
ADDRESS: 2-13-40 Kohnan
Minato-ku, Tokyo 108
PHONE: 03-3458-5161
FAX: 03-3474-8900
CONTACT: Hisashi Hori
PRODUCTS: Capeline, eel, bottomfish, horse mackerel, mackerel, salmon, herring roe, salmon roe, shrimp, crab, wakame, Alaska pollock roe

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The U.S. Embassy Tokyo, USFCS Tokyo and the National Marine Fisheries Service cannot be responsible for the accuracy of this information nor do they endorese any companies listed herein.
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Sources: Japan Marine Products Importers Association 1997
U.S. Embassy, Commercial Section, Tokyo, Japan 1997